

THE NATIONAL Provisioner

THE MAGAZINE OF THE

VOLUME 96

Meat Packing and Allied Industries

NUMBER 10

MARCH 6, 1937



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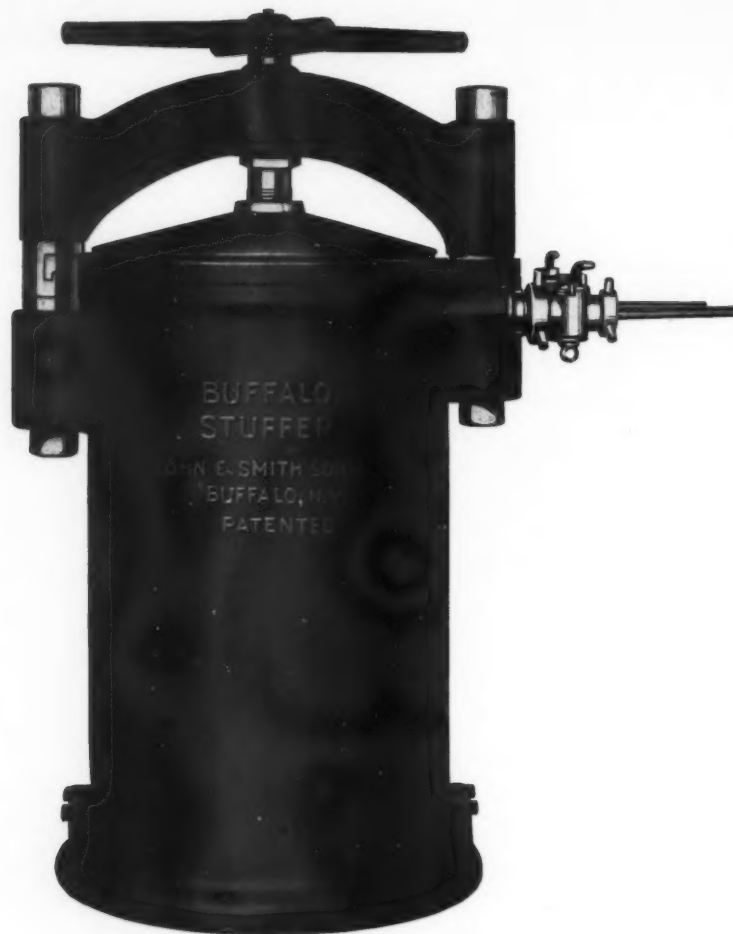
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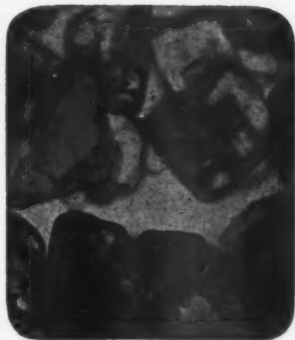
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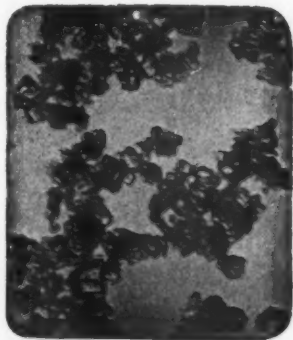
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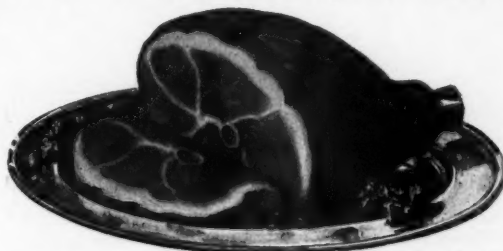
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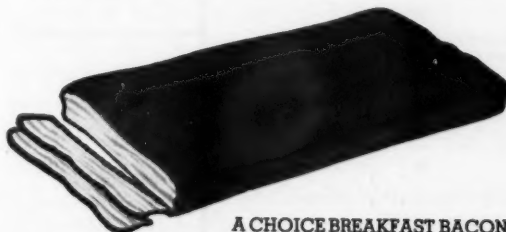


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THE NATIONAL PROVISIONER

The Magazine of the Meat Packing and Allied Industries

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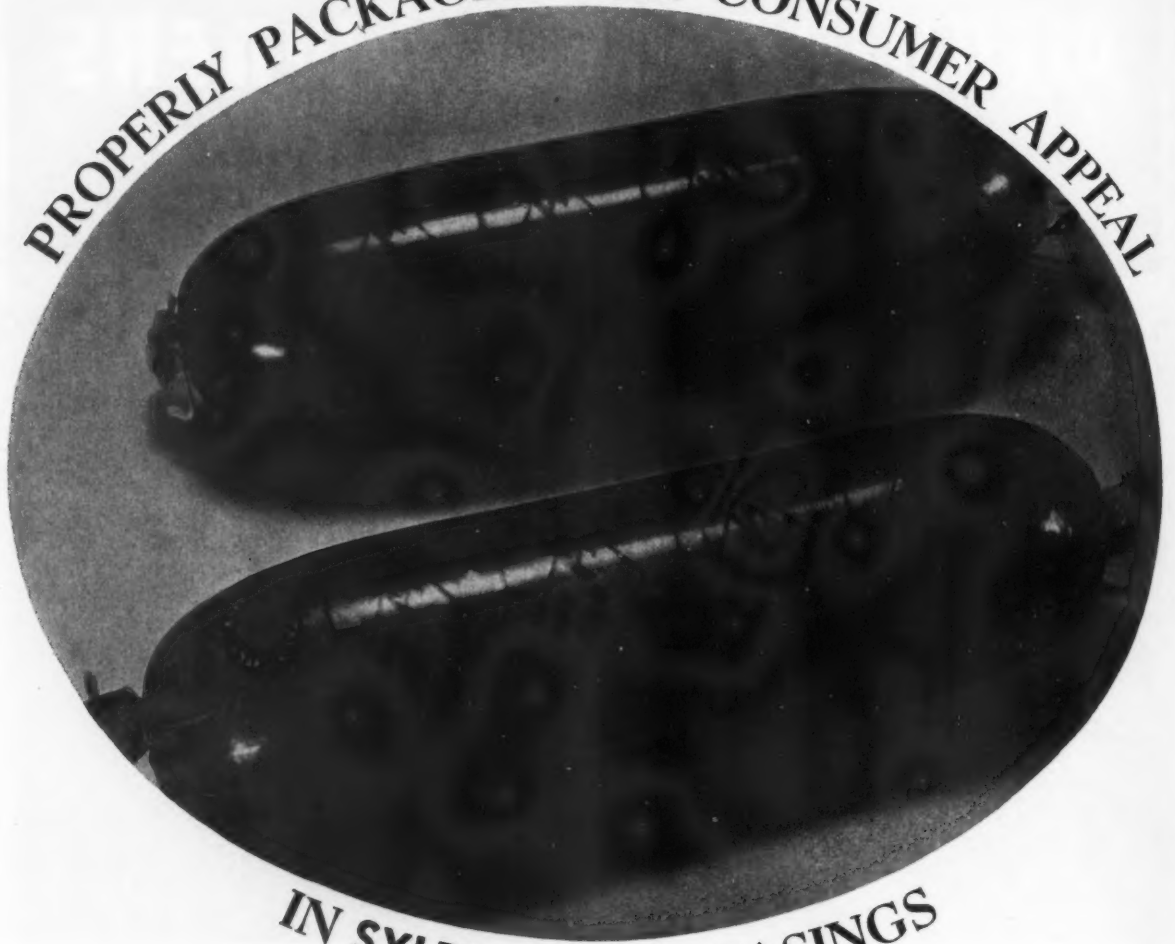


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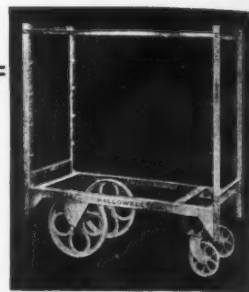
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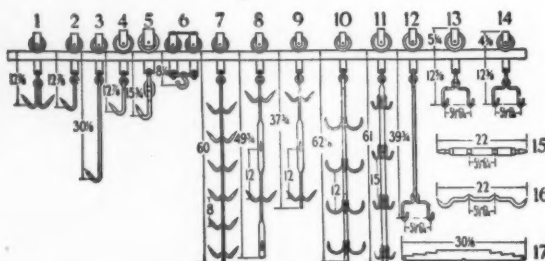
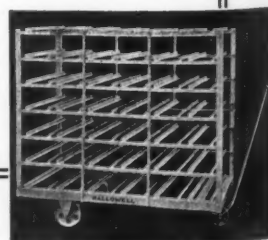
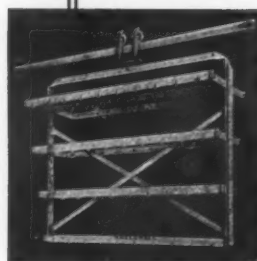
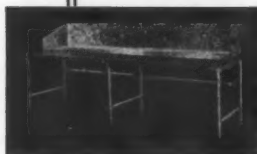
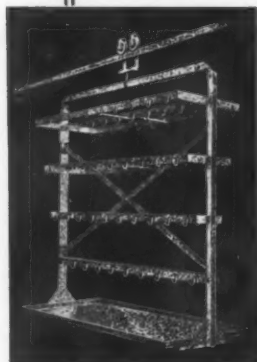
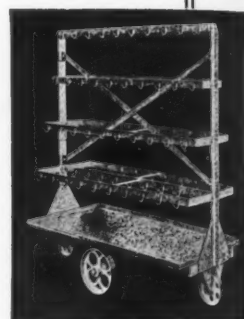


There's a whale of a lot of improvements packed into the whole line of

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The line of "Hallowell" equipment designed and made especially for Packing Plant use is so extensive that space will not permit even a mention here of its many advantages and superiorities. Comprehensive descriptions and illustrations of the many items are included in our Catalog 482, a 40 page book prepared solely for executives of Packing and allied plants. If you are interested in equipment of the latest design and long wearing quality you should get a copy. There's no obligation.

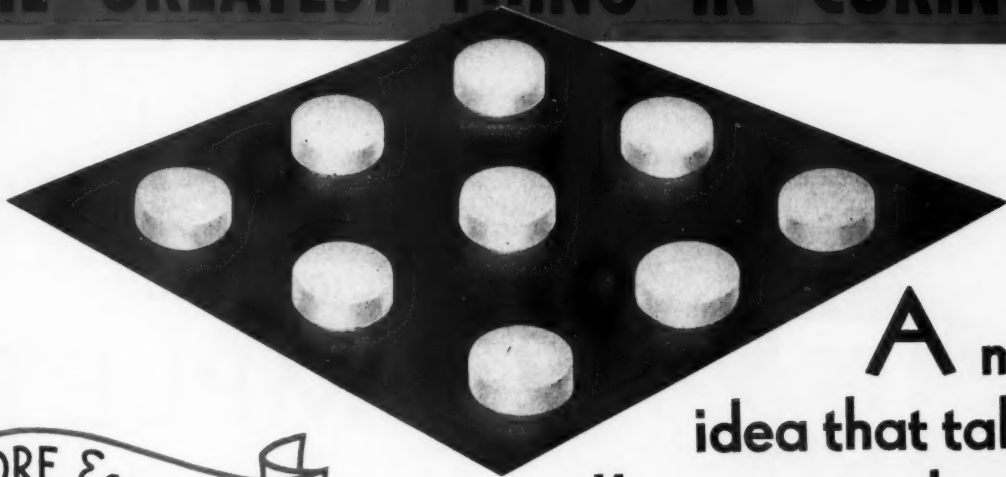


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**A new
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Lower shipping costs, lower storage costs, lower inventories—with positive insurance against curing failures!

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Stange Curing Tablets are produced by modern, accurate machinery. They never vary. If your employees can *count* they can produce a *perfect cure*.

Simply use one tablet to 50 lbs. of meat. This applies either in the sausage room or in producing curing pickle. No weighing, no guessing, no curing failures!

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Stange Curing Tablets are a correct balance of nitrate and nitrite for regular fast cures. Stange Sodium Nitrite Tablets contain *only* pure sodium nitrite—nothing else.

Both tablets are absolutely pure—no salt or filler is used in either case!

Once again STANGE comes to the front! This time it's a new and revolutionary method of curing that has been conceived, pioneered and developed by STANGE. The new Stange Curing Tablets will *revolutionize* meat curing methods!

The B.A.I. permits the use of only two curing or color fixing agents—sodium nitrate, sodium nitrite, or a combination of the two. There are also very definite standards as to amounts to be used. Stange Curing Tablets and Sodium Nitrite Tablets weigh exactly $\frac{1}{2}$ oz. each. In the sausage room use one curing tablet to 50 lbs. of meat in the chopper, or one dissolved tablet to 50 lbs. of meat in the mixer. Equally efficient in producing curing pickle. No weighing—*simply count!*

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Established a great many years, Circle E success is founded upon the success of our customers with Circle E products.

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Circle E Provision Company

UNION STOCK YARDS — — CHICAGO, ILLINOIS

THE NATIONAL PROVISIONER

MARCH 6, 1937

The Magazine of the Meat Packing and Allied Industries

Air Conditioned HOG CUTTING

★ How to Handle Pork Cuts to Avoid Shrink and Loss

A TEMPERATURE of 55 degs. F. is maintained in most pork cutting rooms. This has been determined by observation as the lowest temperature at which workers will function at full efficiency. At two or three degrees lower there is some slowing up of operations, and at 50 degs. complaints become numerous and production falls off noticeably.

There are some reasons to believe this worker reaction to temperature below 55 degs. is largely psychological, and that maintaining production in rooms considerably cooler than 55 degs. is merely a matter of "getting used to it."

In one cutting room, for example, where there were no thermometers for the men to inspect, temperature was reduced occasionally, a degree at a time, until at the end of several weeks it was being held at 40 degs. F. with no complaints and no noticeable reduction in speed of cutting.

Air Conditioning a Solution

However, with a properly-designed air conditioning system installed in the pork cutting room, there is no need for a temperature little, if any, below 55 degs. It is possible to adequately protect carcasses and cuts against shrink and

condensation of moisture on the surface at this room temperature.

To do this requires that the dew point of the air be maintained at all times below the temperature of carcasses brought into the room, and that humidity be high enough to prevent absorption of moisture from the meat by the room air.

If all cuts produced in the hog cutting room were to be cured, then relative humidity and dew point temperature would be of little consequence, for shortly after leaving the room the cuts would be wetted by going into cure, where any shrink during cutting would be picked up. The pork cutting room air-conditioning system, therefore, is designed to prevent loss of weight in cuts which are to be sold fresh and to keep these dry during cutting operations.

(Continued on page 21.)

EFFICIENT PORK CUTTING

When a pork cutting room is properly air-conditioned there is less shrinkage loss and employees are happier.



MEAT LOCKER *Competition* or Meat Plant **EXPANSION**

DOES the rapid growth of meat lockers mean competition for the meat industry, or does it mean more meat plants?

Springing up like mushrooms, there are more than 2,000 of these plants now in operation, with 800,000 lockers rented to customers in which to store meats and other perishables. These plants do a butchering business, render fats and even make sausage for their customers.

How will the meat industry meet this competition? By attempted regulation (they are uninspected), or by competition in offering a similar service? Or will these plants themselves develop into full-fledged meat processing establishments?

Food for Thought

It is a question for serious consideration by the meat industry, and one to which packers are beginning to give considerable thought.

Refrigerated locker plants, first built in the Northwest as an experiment 6 or 7 years ago, have "caught on" in rural communities, and their numbers are increasing rapidly, particularly West of the Mississippi.

There are now in operation—according to a Chicago engineer specializing in their design and construction—2,000 of these plants. Within a few years, he predicts, there will be one in every rural trading center.

First Planned for Farmers

Locker plants are built for the convenience of farm dwellers principally. They are designed for storage in small lockers of meats, fruits and vegetables in the frozen state. Each renter of a locker has access to it at all times for withdrawal of product.

Locker plants employ butchers who—in addition to slaughtering and dressing livestock for those who desire this service—chill the carcasses, break them down into consumer cuts, wrap the cuts, freeze them, render lard and even manufacture sausage. Freezing is done at 10 degs. below zero, and the meats are stored at 10 degs. above zero.

Locker plants are of interest to meat packers from three angles:

Packer Competition

1.—They may become numerous enough, and eventually serve enough people, to affect established livestock and meat distribution methods.

In considering this possibility some figures recently given out by the engineer referred to are of interest.

There are over 2,000 locker plants now in service. Average number of lockers per plant is 400. There are now

available, therefore, 800,000 individual lockers in which to store meats, fruits and vegetables. A locker rents for \$10 per year and has a capacity of 350 lbs. of frozen product. An average of 1,000 lbs. of frozen foods is stored in each locker during the year, this engineer says.

320 Million Lbs. of Product

If 80 per cent of the 800,000 lockers are rented each year, and if only 500 lbs. of product are stored in them during the rental period, then these refrigerated locker plants are handling 320

million lbs. of product yearly. What percentage of this total quantity of food is meat is not known. But if it constitutes only 50 per cent, then 160,000,000 lbs. of meat are passing through the locker plants each 12 months.

This is a small percentage of the total amount of meat produced each year, and of this quantity probably the larger percentage represents farm slaughter that under no circumstances would pass through regular meat distributing channels.

On the other hand, refrigerated locker plants are encouraging a greater farm use of meats and consequently a larger farm slaughter for both family consumption and sale. It may be assumed, therefore, that refrigerated locker plants are lessening to some extent the number of livestock that would otherwise be sent to public livestock markets and handled through meat plants.

(Continued on page 21.)

MEAT LOCKER *Plant* METHODS

DETAIL of set-up and operation of a meat locker system is indicated by the method followed by the Lee County Farm Bureau in their freezer and locker plant located at Amboy, Ill.

This plant was completed late in 1936, and is designed as a modern establishment for the chilling, cutting and freezing of fresh meat. General procedure followed by members of the county farm bureau is as follows:

Processing Methods

1. Animal is killed and dressed on the farm and carcass brought immediately to storage plant.
2. Fresh carcass is hung in a chilling and ageing cooler for 5 to 6 days.
3. It is then removed to a cutting bench and cut into steaks, roasts, chops and other cuts. Cuts are wrapped in waxed paper in packages of a size ordered by the farmer, usually from 3 to 5 lbs. each.
4. These packages are placed on trays in a sharp freezer at a temperature of 12 degs. below zero until thoroughly frozen.
5. Packages are then placed in farmer's individual locker in a holding freezer at a temperature of 12 degs. above zero.

Each farmer member of the plant has a master key to the front door and an individual key to his own locker. He may come in at any time of the day or night and pick up an amount of meat sufficient for his family's needs for the next day or the next week.

Charges for Service

The Amboy plant, known as the Lee County Cold Storage, was built at a cost of \$10,000, including the property. The building contains a large reception room, cutting room, chilling cooler, sharp freezer, holding freezer, and extra working room in the rear. The holding

freezer contains about 500 individual lockers. Each of these lockers will hold 300 lbs. of meat in packages.

Each member of the Farm Bureau who desires this service is charged \$10 per year for the use of his locker.

An experienced meat cutter is in charge of the operation of the plant, and derives his income from a charge of 1c lb. on beef, lamb and veal, and ½c lb. on the pork which he cuts, wraps, freezes and places in the farmer's locker.

The bureau has an investment of \$10,000 in the building and equipment, and no overhead. It collects \$5,000 yearly from the users of the lockers with which to pay operating expenses and retire its investment.

This plant has Armstrong cork insulation throughout, a York ice machine, the latest in rails, freezing pans, scales, meat grinders, sausage equipment and other requirements.

How Locker Plant Operates

(See opposite page.)

- 1.—Farmer brings in half hog carcass killed on farm.
- 2.—Product on rail en route to cooler. Refrigerating machine at right.
- 3.—Carcasses aged in cooler 5 to 6 days at 33 to 35 deg. Beef, veal, lamb and poultry also chilled here before cutting.
- 4.—Butcher cuts meats and also makes sausage for locker customers.
- 5.—Packaged cuts (after freezing) go into customer's locker, to which he holds key.
- 6.—Farmer customers in plant waiting room.

(THE NATIONAL PROVISIONER staff photos, Lee County Farm Bureau plant, Amboy, Ill.)

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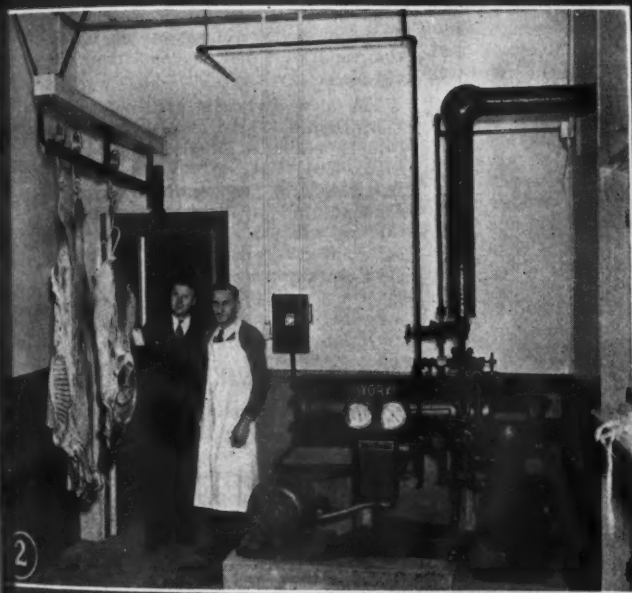
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Rail and Truck Traffic

News and Information for Packer
Transportation Departments

RAISE PACKER MEAT RATES

Adjustments in railroad freight rates on packinghouse products and fresh meats—to eliminate differences between rates from interior Iowa points to the East, and from Missouri River points to the East—were made last week by the Interstate Commerce Commission in a ruling on case No. 25143, Swift & Company et al. vs. New York Central et al. The findings also embraced I. & S. 4142, No. 26970 and 27224.

The proceedings in meat and packinghouse product rate cases were termed "another chapter in the long standing controversy between the meat packers located along the Missouri River and in interior Iowa."

The carriers had sought increased rates on packinghouse products from Iowa and Southern Minnesota packing centers to the East, using class rates prescribed by the commission in I. & S. 4142. The commission's findings in regard to the suspended schedules were:

The proposed increases were found justified in part, but not justified with respect to rates from Austin, Minn. The commission indicated that rates from interior Iowa might justifiably be placed on the full fifth-class basis and that the suspended rates might be refiled (with the exception of the Austin rate). The commission found, moreover, that the increases would eliminate the prejudice against Missouri River points which it found in 197 ICC 353 and 206 ICC 449, which was only partially removed by 1935 reductions in Missouri River rates.

The commission held that rates on packinghouse products from Austin, Minn., to the East reasonably may not exceed those from Mason City, Ia.

In Nos. 26970 and 27224 the rates on fresh meats from Missouri River points and St. Paul, Minn., were alleged to be relatively unreasonable as compared with the rates from interior Iowa, but the reasonableness of the rates themselves was not challenged.

Relation between fresh meat rates from Missouri River points and St. Paul on one hand, and from interior Iowa points (including Austin) on the other, was found unduly prejudicial to Missouri River points and St. Paul, and unduly preferential for interior Iowa centers. The commission held that the rates may be related on approximately the fourth-class basis.

The commission found that prejudice and preference does and will exist to the extent that

Difference between rates from any interior Iowa point (except Austin), and from any Missouri River center or St. Paul, is greater than difference between fourth-class rates from same interior Iowa point and Sioux City to the same destination;

Difference from Austin to any such destination is greater than difference between fourth-class rates from Mason City and Sioux City to same destination. The commission also ruled that differences in excess of those last mentioned are and will be excessive and unreasonable.

The commission also dismissed complaints of Eastern and Midwest packers that freight rates on livestock from Western territory to points East of the Illinois-Indiana state line are unreasonable. This was in No. 26593, Midwest Association of Meat Packers vs. Alton et al., and in the related No. 26602, Eastern Meat Packers' Association vs. Alton et al., and Nos. 26608, 26782 and 26825.

The rulings settle (at least temporarily) one phase of the disputes which by the fall of 1935 had brought into issue practically every livestock and meat rate from points in Western Trunk Line territory to all points East of the Illinois-Indiana state line.

The controversy over meat and livestock freight rates dates back to the disruption of the "Cooley award" basis and development of the Corn Belt packers. Interior Iowa, Eastern and Missouri River packers have successively sought reductions and adjustments in freight rates which they believed would give them competitive equality with each other. The packinghouse and meat rate cases just decided were an outgrowth of earlier complaints and findings by the commission that rates on packinghouse products did discriminate against Missouri River packers.

GOVERNMENT GRADED MEAT

Meat graded by the U. S. Bureau of Agricultural Economics during December, 1936, with comparisons, is reported as follows:

	Dec., 1936, lbs.	12 mos., 1936.	12 mos., 1935.
Fresh and frozen:			
Beef	37,767,804	450,127,284	267,775,152
Veal and calf ..	315,122	3,617,265	2,772,296
Lamb and mutton	2,179,004	19,021,457	17,537,960
Pork	233,809	2,365,257	2,366,219
Cured:			
Beef	130,106	1,326,979	771,567
Pork	1,515,899	14,244,522	7,287,747
Sausage including ground meat ..	3,316,855	34,371,188	19,706,746
Other meats and lard	161,960	1,937,567	1,511,227
Total	45,620,539	527,011,519	319,728,914

WANT A GOOD MAN?

For good experienced men try the "Classified" page of THE NATIONAL PROVISIONER.

NEW CUDAHY VACATION PLAN

Cudahy Packing Co. plant conference boards—composed of employe and management representatives—met at all plants of the company on March 3 and adopted a new vacation plan for all hourly and piece-work workers. Under the schedule, Cudahy plant workers, both men and women, having two years' service by October 1, 1937, will receive one week's vacation with pay; two weeks paid vacations will be given all employes with 5 years or more service; three weeks vacation with pay to all women workers with 15 years service and to all men workers with 20 years service.

This revision in the company's vacation policy represents a material advantage to Cudahy plant workers as compared with the vacation plan in effect to date. Up to this time the company's vacation policy provided for one week's vacation with pay to women workers with 3 years' continuous service, and to men with 4 years continuous service; two weeks vacation to both men and women with 10 years service or more. Three weeks vacations are an innovation, and were not included under the old plan.

The new vacation plan will affect more than 8,000 employes at the eleven Cudahy plants at Omaha, Kansas City, Sioux City, Wichita, St. Paul, Denver, Salt Lake, Los Angeles, San Diego, East Chicago, Ind., and Jersey City, N. J. Cudahy was one of the first to adopt a policy of paid vacations to hourly and piece-work workers.

NO SIT-DOWN STRIKE HERE

Following the many sit-down strikes in various industrial sections, employes of the Trane Company, La Crosse, Wis., manufacturers of air-conditioning equipment, bought advertising space in a local newspaper and used it to express their appreciation to their employers for the general attitude of the company toward its workers. "We are not working FOR the Trane Company. We are working WITH the Trane Company for a common good—yours and ours," their published statement said. Signed by the 600 employes, the advertisement stated that the space had been bought and copy prepared without knowledge of a single official of the company.

Better understanding between employes and ownership or management is recognized as a desirable public relations goal of any organization. It is important that the employee understand his company and realize what it does not only for others, but for him. Such a relationship has been built up by the Trane Company. Plants are operated on a bonus for production arrangement, the bonus being over and above fixed rates. Vacations are given, a pension plan is in operation and prizes are given to employes presenting new ideas in any branch of the business.

MERCHANDISING MEAT ★

• News from the meat selling front • Helps for meat manufacturers and dealers

SALES Taxes

Laws and Rates Imposed by the Various States

SALES taxes have been imposed in many states and municipalities in recent years. While there are few states in which they apply to wholesale transactions—such as those of packers—they do apply to sales of packer customers, the meat and food retailers.

The American Retail Federation in a recent study determined that 22 states had such laws. The federation reports that these laws vary greatly, some taxing all sales, some all retail sales, while others tax retail sales of certain commodities. In only a few states are sellers granted any form of compensation for acting as the collecting agents of the government.

Taxes are imposed on various bases. Gross income or turnover is taxed by some states, gross receipts by some and a general sales tax is imposed by others. Food products are exempted from taxes in some states. The following states have sales tax laws:

ARIZONA.—Two per cent of gross proceeds of retail sales; one-fourth of 1 per cent on wholesale transactions.

ARKANSAS.—Two per cent of gross proceeds of sales at retail; meat and lard exempted.

CALIFORNIA.—Three per cent of gross receipts of sales to consumer; food products for humans exempted.

COLORADO.—Two per cent on price of goods sold at retail.

IDAHO.—Two per cent of gross receipts from every retail sale.

ILLINOIS.—Three per cent on gross cash receipts. The 3 per cent levy in this state was recently extended to May 1, 1937.

INDIANA.—One per cent of gross income from sales to consumer; one-fourth of 1 per cent of gross income from sales made for resale.

IOWA.—Two per cent of amount of retail sales to consumer, less discounts, refunds and returns.

LOUISIANA.—Two per cent on retail sales of property classified as luxuries; fresh meat, lard and cooking oil exempted.

MICHIGAN.—Three per cent of gross proceeds of retail sales; sales of food to students exempted.

MISSISSIPPI.—Two per cent on retail sales; ½ per cent on wholesale sales.

MISSOURI.—One per cent of gross receipts of retail sales.

NEW MEXICO.—One-eighth of 1 per cent on gross receipts of wholesaling; ¼ of 1 per cent on meat packing; 2 per cent on gross receipts from retailing.

NORTH CAROLINA.—Three per cent of total gross sales at retail; ½ of 1 per cent of gross sales at wholesale; meat and lard exempted.

NORTH DAKOTA.—Two per cent of gross receipts of sales to consumers.

OHIO.—Three per cent of approximate retail sales price.

OKLAHOMA.—Two per cent on gross proceeds of sales to consumers; sales of oleomargarine exempted.

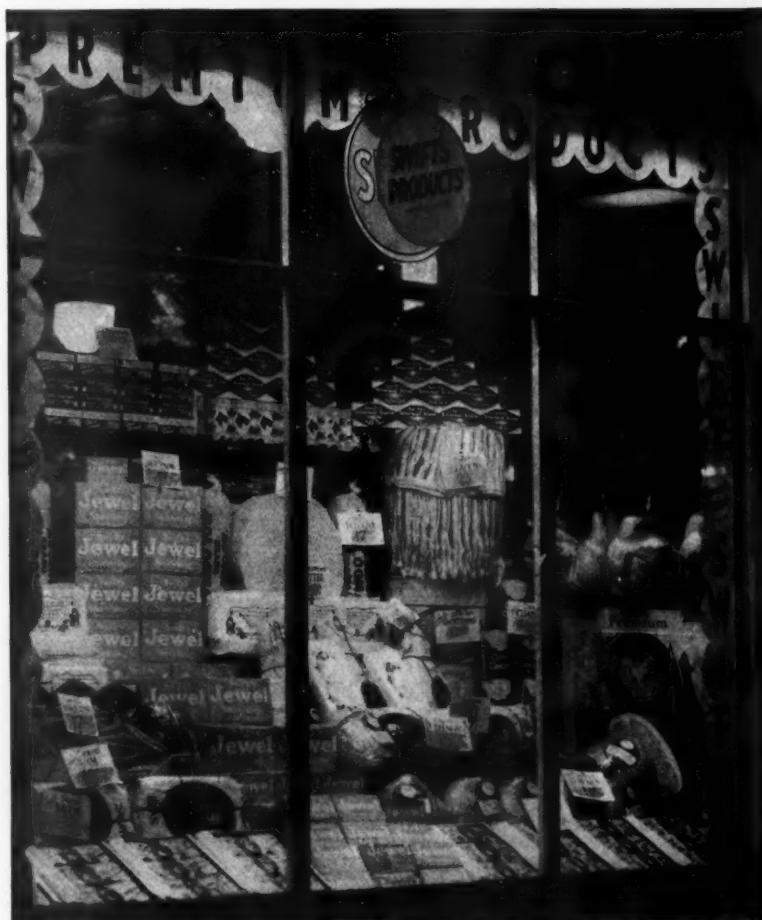
SOUTH DAKOTA.—Two per cent of gross receipts; butter substitutes exempted.

UTAH.—Two per cent on gross retail sales; oleomargarine exempted.

WASHINGTON.—Two per cent of purchase price.

WEST VIRGINIA.—Two per cent of receipts from retail sales.

WYOMING.—Two per cent of price charged; sales of commodities subject to state or federal excise taxes exempted.



ATTRACTIVE DISPLAY SELLS WIDE LINE

Each of a large number of products was shown effectively and sold well through use of this display by National Packing Co. store, St. John, N. B.

CANADIAN BACON *and Beef* Get Free Entry To BRITAIN

CANADIAN bacon gets free entry into Great Britain for the next 3 years by renewal of the Anglo-Canadian trade pact on February 25. The quota is 2½ million cwt. (280 million lbs.) per year.

In addition Canadian fat cattle and beef are exempted from any British duty or levy. Best endeavors of British authorities are promised to insure Canada an equitable share of British cattle and beef trade.

Canadian meat packing and agricultural interests express great satisfaction with renewal of the trade pact on bacon and its extension to cattle and beef. Significant points in the agreement may be summarized as follows:

Points in the Pact

1. The Canadian government, "recognizing the present policy in the United Kingdom of promoting the orderly marketing of bacon, hams and other meats," declares its willingness to continue to assist in carrying out this policy, "and in particular to furnish from time to time estimates of forthcoming shipments of bacon and hams and cattle and beef." This new provision goes beyond the first scope of the agreements at the Imperial Economic Conference in 1932.

2. As regards bacon and hams the pact states:

(a). The British government undertakes that any duty or levy which may be imposed shall not apply to Canadian goods when consigned from any part of the British Empire;

(b). That there will be no regulation of such imports "unless the rate at which the trade progresses towards 2½ millions cwt. per annum should become abnormal and such as to endanger the effective working of the system of supply regulation," and that no regulation will be made without prior consultation with the proper officials of the Canadian government.

Heavy Hog Runs

Significance of the clause about an abnormal increase in supply lies in the events of the past four months, when excessively heavy runs of hogs to all Canadian markets caused an increase of almost 100 per cent in exports of bacon over the agreed level of about 25,000 hogs weekly, and in two weeks well over twice that level. Though still showing a large advance on last year's runs, Canadian hog marketing during February moderated considerably, and owing to liquidation of sows runs for the spring and summer are expected to be smaller than the hog marketings of a year ago.

While prices for select hogs at Toronto during 1936 had a range of \$8.09 to \$9.74 per 100 lb., Canadian bacon prices on the London Provision Exchange ranged from 76 shillings 6 pence to 90 s. per cwt. For the last two weeks of February, 1937, the following aver-

age prices ruled for British supplies of Wiltshire-cut sides, quoted in London: English, 85½ s.; Irish, 84½ s.; Danish, 83 s.; Dutch, 79 s.; Swedish, 78½ s.; Baltic, 75½ s.; Canadian, 73½ s.

Canadian cattle exports to England have been stagnant, owing to the better market in the United States. Last year's total export was 38,495 head to the United Kingdom, and 191,149 head to the United States.

Canadian Beef Trade

Parts of the new pact relating to Canadian cattle provide that no duty

(Continued on page 44.)

LAST OF *Packer* PIONEERS

PATRICK BURNS, Canada's pioneer packer and the last of the great cattle kings of the West, died at his home in Calgary, Alberta, on February 24, at the age of 80 years. Though he had been in ill health for some time, he died unexpectedly as the result of a cold. At his bedside was his nephew, John Burns, present head of P. Burns & Co. His wife and only son, Michael, preceded him in death.

He was almost a legendary figure in the Canadian livestock and industrial world. His accomplishments in developing the cattle and meat packing business in the Canadian Northwest made the name of "Pat" Burns synonymous with their growth. He was the typical poor boy who rose to be a millionaire through his own efforts and intelligence.

Born at Oshawa, Ont., in 1856, he was

a boyhood schoolmate and fellow-worker in the potato fields of William Mackenzie, later the famous Sir William Mackenzie who built Canadian railroads. Later this association helped him to develop the great meat packing business of P. Burns & Co., the largest in its day in Canada.

At the age of 23 he went to Winnipeg with his brother John. Having no money, they walked 160 miles to locate their land, and then walked back to Winnipeg to earn money to prove up on their homesteads. Pat Burns got a job at \$25 a month blasting rock on Canadian railroad construction, and as his earnings grew he began to invest in cattle.

From cattle he went into meat packing. Starting with a small slaughterhouse at Calgary, in the course of 38 years he built or bought plants at Calgary, Edmonton, Vancouver, Prince Albert, Regina, Winnipeg and Seattle. He bought or established over 100 meat markets in two provinces, established 11 wholesale provision houses, 65 creameries and cheese factories and 18 wholesale fruit houses. His activities extended overseas, and he established offices in London, Liverpool and in Japan. He was the owner of some of the best-known ranches in Canada, and his interests extended into oil and coal, as well as real estate.

All this time he remained human and approachable, and innumerable stories are told of his kindly relations with the men who worked with and under him. Much of his success was due to his ability to train men and enlist their utmost loyalty. He was the true, open-hearted type of Westerner, and he never forgot the lessons of his early hardships.

He celebrated his 75th birthday in July, 1931, and all Western Canada joined in the festivities, which included cutting of a huge birthday cake into 25,000 pieces. Report of this occasion appears in THE NATIONAL PROVISIONER of July 11, 1931.

Not only was he the last of the Canadian pioneers, but he may be said to have been the last of the great founders of the meat packing industry of North America.



CANADA'S PIONEER PASSES

Patrick Burns, last of the founders of the North American meat packing industry, passes away at the age of 80 years. Beginning as a poor boy picking potatoes in the field, he became a leader of Canadian industry long before his death.

MORE "TEETH" *Proposed* for the ANTI TRUST ACT

STRENGTHENING of the Clayton anti-trust act was recommended by the Federal Trade Commission this week in its report of an investigation of agricultural income and income of processors and sellers of agricultural commodities. The investigation was made at the direction of Congress.

Recommendations are based on the commission's belief that there exists a high degree of monopolistic control in some industries, "derived in part at least by methods contrary to the letter or spirit of the law." Principal farm products selected as the basis for the study were wheat, cotton, tobacco, livestock (cattle and hogs), milk and potatoes.

Included in the recommendations made was a provision that the Clayton act be amended to make it clear that the evasion of the underlying principle of the law "will be no longer tolerated." Also that further legislation be passed to provide that "no enterprise engaged in interstate commerce be permitted to acquire control over the assets of a competitor, whether directly or indirectly, if the combined assets or output after the union would exceed a specified percentage of the total assets or output of the industry," except under specified conditions.

Meat Packers Excepted

Although the meat packing industry was referred to in the report, no specific recommendations were made regarding this industry.

It was pointed out that average annual return on investment for meat packing companies covered in the report during the seven-year period 1929-1935 amounted to only 4.3 per cent. Meat packers' gross returns were reported as falling to 58 per cent of the 1929 level during the 1929-34 depression years. This was a greater decline in gross than was shown by a number of other primary processors of agricultural products.

The commission cited figures which indicate that the farmers' gross income from livestock was more stable during the 1929-1934 period than income from some other major farm products, and showed less decline. Losses were common among farm product processors from 1929-1934, coinciding with declines in farmers' net income during the same period.

Meat Distribution Data

Ten meat packing companies, according to the commission, bought in one year cattle and calves equal to 51.3 per cent of the total production for 1934, and 37.4 per cent of the hogs. The same

10 firms in 1935 sold the equivalent of 70.3 per cent of the beef, 98.5 per cent of the veal, 35.1 per cent of the fresh pork and 54 per cent of cured and processed pork products, according to the commission.

Independent retail meat markets and grocery stores constitute the most important channel of distribution of fresh meat for 8 important meat packing companies, according to the commission. These stores took more than 67 per cent on the average of fresh beef, and about 75 per cent of fresh pork and veal sold. For individual companies, however, these proportions ranged from about 27 to 89 per cent for fresh beef, and from about 17 to 87 per cent for fresh pork.

Comment By Institute

In regard to the commission's report the Institute of American Meat Packers made the following comment:

"The commission has done this industry a service in pointing out that the profit rate on investment of the companies covered in the report in the seven years 1929 to 1935 was only 4.3 per cent. This is comparable to normal bond interest and is evidence of the keenness of the competition. Average profit-rate from 1925 to 1935 of all meat packing companies conducting slaughtering operations was only 3 1/10 per cent on net worth and only nine-tenths of a cent per dollar of sales.

Windfall Tax Situation

The "windfall" tax situation remained unchanged this week. The last court action against the tax to be reported was that of the Erion Packing Co., Mitchell, S. D., which asked an injunction in federal district court at Sioux Falls on February 18. The firm contended it did not pass on the processing tax to its patrons and would have to absorb the new tax.

Different processors are working out various ways of meeting their own particular situations in regard to the "windfall" tax. It is possible that some processors may file returns, but not extend the tax or make payment. If the commissioner of internal revenue should then compute the tax and treat it as a deficiency, the taxpayer might ask to have the commissioner's decision reviewed by the Board of Tax Appeals.

Or, if the processor's figures show that his tax liability is small he may file a complete return. If his tax computation is disputed by the commissioner he might then appeal to the Board of Tax Appeals.

"The commission's figures also give some hint of the relatively high percentage of the consumer's dollar returned to the farmer in the case of this industry. This is gratifying. The percentage would be even larger if the commission had included figures for 1935 and 1936. Percentage of the consumer's dollar returned to the producer in the case of meat and other products handled by the meat packing industry—such as poultry, eggs, and butter—is the highest percentage of the consumer's food dollar received by producers for any agricultural commodity.

No Lack of Competition

"The commission's report is so worded, however, as to allow the impression that there is a lack of competition in the meat packing industry. Neither the commission nor any other agency studying the activities of meat packers could make any such allegation. This fact should be noted.

"Another fact which may not be clear from the commission's language is that each of the ten leading companies of which it aggregates the sales volume is in keen competition with the other nine, and with several hundred other companies besides. This also should be noted.

"The meat packing industry is conducting itself lawfully and becomingly. It is serving the farmers and the public and serving them cheaply, efficiently and honestly."

NRA AND WAGE LEGISLATION

Hope that new wage and hour legislation would be passed during this session of Congress was expressed by President Roosevelt this week in discussing a special study on NRA shortcomings and merits which he had transmitted. The president, however, has made no specific proposals regarding labor legislation.

The NRA report, which was made by a special committee, said that the plan had provided jobs for nearly 2,000,000 unemployed, raised wages moderately, shortened hours and was "vastly important in dispelling fear." Its greatest fault, it was stated, was that it sought to do "too much, too fast." The committee which studied NRA achievements did not recommend establishment of another such agency, and warned that "the NRA experience indicates that no such far-reaching program should again be attempted without adequate preparatory study."

It was also pointed out in the report that the apparently simple scheme of fixing maximum hours, minimum wages and minimum price provisions developed wholly unexpected degrees of complexity. The NRA also made "unreasonable" delegations of power to code authorities.

See Classified page for good men.

PRACTICAL POINTS

for the Trade

Barbecued Beef

How is beef barbecued? A North-western meat packer is considering obtaining contracts to barbecue for several celebrations in his territory this spring and summer. He says:

Editor THE NATIONAL PROVISIONER:

Will you please send us some instructions for barbecuing beef. We may adopt barbecue contracting as a sideline this spring and summer. Is any sauce used in barbecuing beef?

One packer located in the South makes quite a specialty of contracting to furnish meat and take care of all details of cooking it for large outdoor gatherings. His service has proved popular for it relieves the organization sponsoring the gathering of the responsibility of handling this large scale cooking problem and assures that the work will be done by experts.

This packer, of course barbecues all kinds of meat and on a very large scale. On one occasion 200 sheep and 225 hogs were cooked over wood coals. A barbecue pit 500 ft. long was required for this mammoth cooking job.

Charges for barbecuing should include all costs. Fuel must be purchased and transported, trenches dug and the cooking supervised. These must be added to the cost of the meat and charge for transporting it to the barbecue place.

A very satisfactory method of barbecuing beef has been worked out by a cattle breeders' association. This method is as follows:

TRENCHING.—Dig a trench about 40 in. deep and 3 ft. wide, the length depending on the quantity of beef to be barbecued. A trench 10 ft. long will accommodate about 400 lbs. of beef. Allow about 5 ft. additional for every 200 lbs. of meat. In digging the trench throw the dirt back far enough so there will be room to walk around the pit.

Start a fire at the bottom of the trench with kindling. Gradually add larger pieces of wood and keep the fire burning as rapidly as possible until a bed of live coals 15 to 18 in. thick has accumulated in the bottom of the pit. Hard dry wood (oak or hickory is preferred) should always be used for the fire. The pieces should not be too large. The chunks of wood must all be thoroughly burned so they will char and break. If the chunks are not sufficiently burned to break into coals they should be thrown out of the pit.

Level the coals off as evenly as possible. About 3 hours is usually required to get a good bed of coals. Cover the coals with sand to a thickness of about 1½ in. This should be clean, fairly coarse sand and must be dry. The sand may be dried out while the fire is burn-

ing so that it is hot when the time comes for its use. It may be dried on a piece of sheet iron on one end of the trench. The sand must be put on the coals quickly after a good bed has been accumulated.

COOKING.—The beef to be barbecued should be cut into chunks of as near 20 lbs. each as possible. Wrap and tie each piece in two thicknesses of cheese cloth and one thickness of burlap. Old gunny sacks may be used for this purpose if they are clean.

Have the beef cut and wrapped by the fire when the sand is spread on the coals. Without delay, place the wrapped pieces of beef on the sand. Cover and seal the trench immediately after the beef has been placed in it so that there will not be any loss of heat. Sheet iron makes the most convenient covering but

boards may be used. All cracks should be tightly sealed with mud or sand to prevent escape of steam.

The beef should be placed on the fire about 10 hours before it is to be served. It may be put in the pit even earlier for after 10 hours there will be little heat in the coals and the beef may be left in its oven without harm. The trench should not be opened while the beef is cooking. It is not necessary to turn the meat.

The meat may be salted to taste after carrying but no sauce or other seasoning is necessary. Sauce is used as a swab, however, when meat such as pork or lamb is barbecued over coals.

This method of barbecuing beef has been tested and approved by the American Hereford Cattle Breeders' Association.

It is generally figured that 100 lbs. of beef will serve about 300 people at an outdoor gathering.

MEAT Canning INFORMATION

Most meat canners today are turning out the best canned meats it is possible to produce. The result is that canned meat consumption is increasing, and increase is expected to continue.

Favorable response to quality products is not only encouraging some packers to increase canned meat production facilities and add to the canned meat line, but also to produce other canned foods in which meat may or may not be an ingredient.

THE NATIONAL PROVISIONER has published information on canning room layout and equipment and approximate costs for capacities of various sized plants—such as 14,400 cans per day, 28,800 cans per day and 57,600 cans per day—to assist the packer in his canning problems.

Dangers in meat canning without proper equipment and supervision are also outlined.

Subscribers may secure this information by filling out and sending in the following coupon, accompanied by 25c in stamps.

THE NATIONAL PROVISIONER:
407 So. Dearborn St., Chicago, Ill.

Please send me the report on "Meat Canning."

Name.....

Street.....

City..... State.....

(Enclosed find 25c in stamps.)

BLEACHING KETTLE LARD

Can kettle rendered lard be bleached? A Canadian packer writes:

Editor THE NATIONAL PROVISIONER:

Can you tell us if it is possible to bleach kettle rendered lard? The unbleached lard is not desirable for export sale.

There is no reason why kettle rendered lard cannot be bleached. It is not customarily done as users of this product prefer to have it as it is rather than the very white color of bleached lard. However, it is not desirable for export purposes and here in the United States it is not deliverable on Board of Trade contracts.

One of the easiest ways to bleach kettle rendered lard, provided the packer does not use cracklings for edible purposes, is to use about one-fourth of 1 per cent of activated carbon with the fats when they are being rendered. It is well to strain the resulting lard through drilling or put it through a filter press if production is large enough to warrant it. Usually the drilling is sufficient to remove any fine cracklings or carbon.

Of course this method of handling makes black cracklings which are not objectionable for animal feed. In fact, they have an advantage as charcoal is usually mixed with hog feed anyway and this would supply the necessary amount or at least part of it in a mixed feed.

Are your questions answered here?

The National Provisioner



WHERE *Craftsmanship* COUNTS

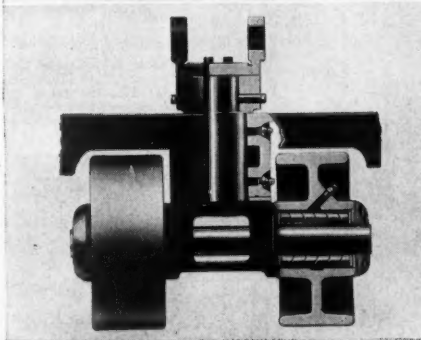
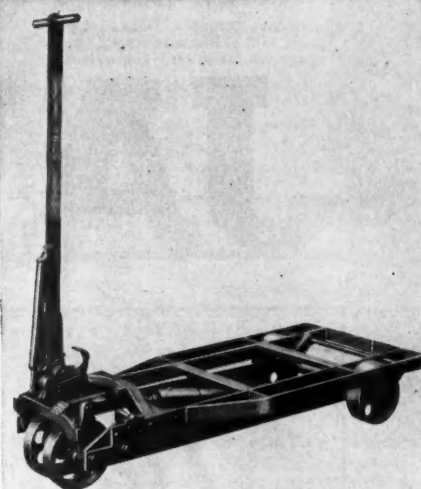
Timepieces contrived by guild watchmakers hundreds of years ago still keep perfect time today—because the guild craftsman gave his work the loving care of a doting parent! Every individual part received his unflagging, minute attention. Precise . . . Perceiving . . . Persevering . . . the perfection of the finished product was his only goal!

YALE leadership in the Hand Lift Truck field today is the result of their guidance by this same basic principle!! Broad industrial experience . . . Skilled workmanship . . . Rigorous factory tests . . . are just a few of the "craftsmen" factors that have made Yale equipment the predominant choice of the world's leading industries!!

Adaptable to a multitude of uses, YALE Hand Lift Trucks are built throughout with but a single purpose—to give the acme of satisfaction in lasting, economical service!! On the single-stroke models, a single, downward stroke of the handle suffices to lift the load! On multi-lift models, one-man effort for heavy load leverage is provided for by gear reduction of ample size!

Not an item has been overlooked to make these trucks what they are—the best in the business!!! Steering . . . Wheel Bearings . . . Release Checks . . . Every part works with the mechanical smoothness—the methodical precision that is YALE!!!

Call in one of our representatives and let him show you how YALE QUALITY TRUCKS can ease your handling problems!!



RUGGED FRONT END CONSTRUCTION—

Front wheels equipped with over-capacity roller bearings mounted on axle of high carbon chrome manganese steel. Axle key eliminates wear—hardened steel thrust washers on either side of wheels assure maximum life.

SPEED

EFFICIENCY

TRADE

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SAFETY

ECONOMY

IN MATERIALS HANDLING

THE YALE & TOWNE MANUFACTURING COMPANY, PHILADELPHIA DIVISION, PHILADELPHIA, PA.

GUARD YOUR PROFITS

Does it pay to use obsolete, poor sealing doors when it costs so little to replace them with durable JAMISON-BUILT DOORS, equipped with quick-acting hardware and the new conforming live-rubber gasket?

Comparisons in actual use prove JAMISON-BUILT DOORS the best of investments.

Ask for Bulletin

JAMISON COLD STORAGE DOOR CO.
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Jamison Standard Door — metal-clad with galvanized steel or terne plate tin for fireproofing purposes.



Jamison Standard Track Port Door with famous Adjustable Spring Hinges and Wedgetight Fastener.

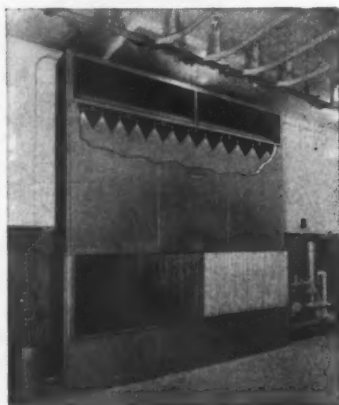
JAMISON

BUILT DOORS

Tip the Scales in YOUR FAVOR



Cutaway view of the Baker Cold-Stream Gravity Flow Unit (brine spray type) that furnishes properly conditioned air for a storage room of 325 carcasses capacity.



MEATS weigh out heavier and more uniformly when Baker ColdStream units have been installed to deliver conditioned air to meat carcasses in storage. Your products are guarded from excessive shrinkage, off color, slime and mold.

Let Baker engineers tip the scales in your favor — we can show you how to reduce shrinkage, and improve color and texture through positive control of air circulation, temperature and relative humidity.



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ICE MACHINE CO., INC.

1514 Evans St.

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Branch Factories: Fort Worth, Los Angeles, Seattle
Central Sales: Chicago

Eastern Sales: New York City
Sales and Service in All Principal Cities

Authority on Mechanical Cooling for Over 30 Years

REFRIGERATION ☆

and Air Conditioning

Hog Cutting Conditions

(Continued from page 11.)

"Dew point" is important in some other departments of the meat plant in addition to the hog cutting room—bacon slicing room, smoked meat hanging room, assembly room and loading dock, for example. A description of it, therefore, may not be out of place here.

Air at any temperature can hold a definite maximum weight of water vapor. The higher the temperature the greater is the weight of water the air will hold. If, for example, air at 50 degs. F., containing the maximum amount of water vapor it can hold, is lowered in temperature to 45 degs., excess of water over which it is capable of holding at 45 degs. will be deposited as dew.

Therefore, if a hog carcass having a temperature of 35 degs. F., is brought into an atmosphere the dew point of which is 50 degs., film of air next to cold surface of carcass will approximate temperature of carcass, and moisture from the 50 deg. surrounding atmosphere will condense on the cold carcass and warm it.

How to Avoid Condensation

To avoid this in the cutting room an atmosphere with a dew point below 35 degs., must be maintained. It is possible to maintain the cutting room at any temperature desired, and at the same time prevent condensation on carcasses and cuts. But maintaining a relatively high room temperature and a low air dew point temperature results in a low relative humidity. This might discolor products, and certainly would cause loss of weight. Better results are obtained, therefore, when the room is carried at a lower temperature.

At a room temperature of 55 degs. F., and an air dew point temperature of not more than 30 degs. it is possible to maintain a relative humidity sufficiently high—35 to 40 per cent—to prevent any appreciable shrink.

These room and dew point temperatures are also suitable for other departments, including the sausage-manufacturing room and the bacon-slicing room.

REFRIGERATION NOTES

Central City, Neb., plant of the Beatrice Creamery Co. has installed a cold storage locker system for the use of patrons.

Standard Ice Co. of Pine Bluff, Ark., has installed a new smoke house and additional meat curing facilities.

Apache Packing Co., San Antonio, Tex., recently purchased new refrigerating equipment.

Greenacres Grange, Spokane, Wash., has plans for a cooperative refrigeration plant.

Farmers near State Center, Ia., are forming a cooperative company to operate a cold storage locker plant.

Construction of a cold storage locker plant as a farm bureau service project is being planned at Bloomington, Ill.

Oscar Rygg has installed a 500-locker cold storage plant at Stanwood, Wash.

Air CONDITIONING

An information service
for the meat processor

What is meat plant air conditioning? Why is it needed? Where should it be used?

How is it being used?

These questions are answered in articles which have appeared in THE NATIONAL PROVISIONER during the past year. They describe methods and give temperatures and humidities for each department of the plant. They also describe air conditioning installations now in operation.

All this information has been put together in a loose-leaf binder, and future articles describing installations in other departments will be added as they appear.

Fill out and return the coupon if you want this service.

THE NATIONAL PROVISIONER
407 So. Dearborn st., Chicago, Ill.

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Name
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MEAT LOCKER PLANTS

(Continued from page 12.)

A locker plant serves a territory with a radius of about 10 miles. It saves each customer an average of \$100 per year in his food bill, according to studies made by three state agricultural colleges. There is a considerable incentive, therefore, for a very considerable increase in the number of these plants.

Bearing this in mind it is conceivable—particularly if more of these locker plants engage more extensively in meat processing, as some are doing—that there will be considerably fewer meat animals marketed through meat packing plants.

Temptation to Expand

2.—Will the refrigerated locker plant continue solely as such, or may it expand its services?

Many of the present successful meat packing plants had very modest beginnings. There is some justification, therefore, for speculation on this question.

That some meat packers are finding refrigerated locker plants an outlet for considerable product is admitted. Product is being sold to individuals at wholesale for freezing and storage and to the locker plants for processing and retailing.

Locker plants employ butchers and have some equipment for slaughtering and processing. Most of them now manufacture sausage and render lard, and there is the constant temptation to increase revenue by slaughtering for wholesale and retail sale.

Meat Inspection

3.—The health angle.

Any considerable distribution of meat through small local slaughtering and processing plants into which refrigerated locker plants might develop would emphasize lack of proper ante-mortem and post-mortem inspection to determine health of animals slaughtered and their fitness for human food.

This feature of locker plant development needs little comment. Its seriousness is generally apparent. Undoubtedly this situation will have to be corrected eventually by state or local regulation.

Refrigerated locker plants have been helpful in attracting farmers to the smaller towns and villages at frequent intervals and in re-establishing these communities as trading centers, an advantage they had largely lost to the larger centers since the advent of the automobile and hard roads. Business

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A REDUCING VALVE THAT IS
Streamlined



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- 3 *Aspirating effect.* Under heavy demand, increased fluid velocity lowers pressure in separate control chamber—well below delivery line pressure, to open valve wide and hold delivery pressure constant.

Use the coupon below. It will bring you a complete and interesting bulletin on this Valve.

A. W. CASH COMPANY
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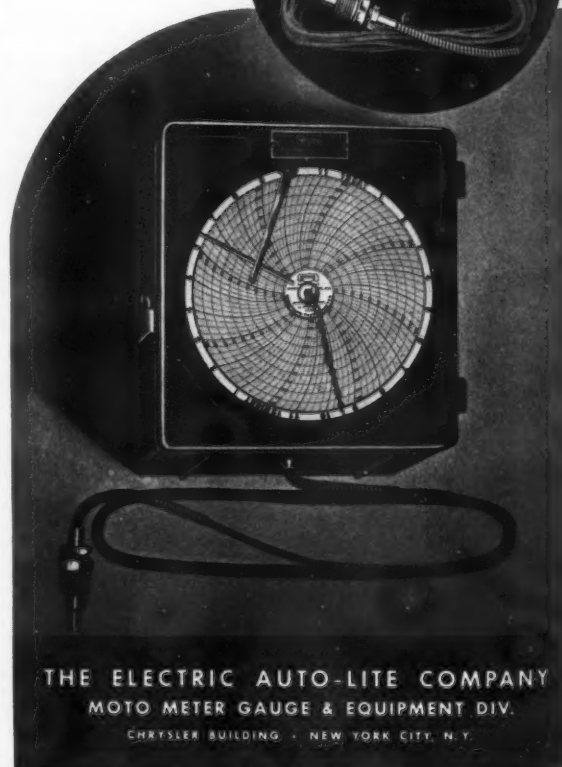
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A post card or letter will bring you complete details of the Motoco line together with our recommendations.

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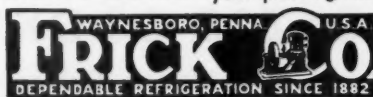
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When you plan that new, up-to-date home for your packing business, or rehabilitate your present equipment, be sure to include Frick Dependable Refrigeration. Literature and recommendations on request.

men and chambers of commerce are for them, therefore, and are working to have them erected where they do not now exist.

A refrigerated locker plant with 400 lockers—erected and operated as a separate business, and not in conjunction with a creamery, cold storage plant or some other enterprise—represents an investment of approximately \$25,000.

PACKERS ARE MODERNIZING

A \$10,000 unit is being added to Wilson & Co. plant at Los Angeles, Cal. The building will cover an area of 98 x 112 ft. and will be constructed of structural steel, corrugated iron with steel sash and doors.

Southern California Meat Co., Los Angeles, Calif., is constructing a brick cooler building at its Vernon district plant. The structure will have 2 stories and basement, will cover a 31 x 62 ft. area, and will cost \$10,000.

Plans have been completed for erection of the first unit of a \$150,000 packing plant at Houston, Tex., by the Dixon Packing Co. The first unit will consist of a fireproof building, 2 stories in height, 225 x 60 ft. It will cost more than \$50,000. William H. Knehans of St. Louis, Mo., is engineer and architect.

Swift & Company has taken out a permit for erection of a 4-story concrete branch plant at Montgomery, Ala., at

an estimated cost of \$35,000. Work starts immediately. The building will be used for manufacture of animal and poultry feeds and will be operated in connection with Swift distributing plants in Alabama and South Georgia.

Plant of the Western Packing Co., Portland, Ore., which was damaged in a recent fire, will be rebuilt. New equipment will also be installed.

Morgan Packing Co., Tuscaloosa, Ala., has just completed a 50x50 ft. cooler building. The basement cooler will be used for calves; the ground floor for hogs and cattle. Brine spray refrigeration is being used. Other improvements include new loading docks and shower-equipped locker rooms for 70 employees. Complete cost of the modernization program amounted to about \$40,000. H. P. Henschien of Chicago was architect.

A new rendering plant is being erected at Fergus Falls, Minn., by W. E. and M. M. Atkinson. The structure will be of brick and concrete and 3 stories high. The plant will make tankage, tallow, meat scraps and bone meal.

Rath Packing Co., Waterloo, Ia., is building an addition to its ham and bacon smokehouse. The addition, which will be of steel and brick in harmony with other construction, will be 16x48 ft. in ground dimensions and 5 stories high. There will be space for 10 additional smokers.

Enlargement of present facilities and construction of at least one new building, at a cost of around \$500,000, is

being planned for the Swift & Company plant at Los Angeles, Calif. The work will be completed within the year.

CALIFORNIA'S MEAT DRIVE

A special drive in the interest of meat will be launched at Los Angeles, Calif., on March 8, to be centered in 16 cities of California, Washington, Oregon, Arizona and Utah. It will continue without interruption until April 9. Specialists of the National Live Stock and Meat Board will conduct the programs, consisting of meat merchandising demonstrations and schools of meat cookery. Cooperating with the board are livestock associations, the Institute of American Meat Packers, retailer groups and various civic interests.

All phases of the subject of meat, including meat buying, selection, preparation and food value, will be covered during the month's program. In addition the pricing of retail cuts, planning window and counter displays, and methods for "stepping up" meat sales will be featured.

Cities scheduled are Los Angeles, Long Beach, Hollywood, Oakland, Modesto, San Diego, San Jose, Fresno, San Francisco and Sacramento in California; Seattle and Spokane in Washington; Corvallis and Portland in Oregon; Phoenix, Arizona and Salt Lake City, Utah.

YOU WON'T BE SATISFIED WITH LESS

The fact is that you can't *afford* to be satisfied with less! The savings affected through complete elimination of broken, burst and tangled sausage are in keeping with the economical operation of the Jourdan Process Cooker. For more uniform and thoroughly cooked sausage . . . for speedier production with *reduced* labor costs . . . see that your plant is equipped with the Jourdan Process Cooker. There are models for every plant and capacity.

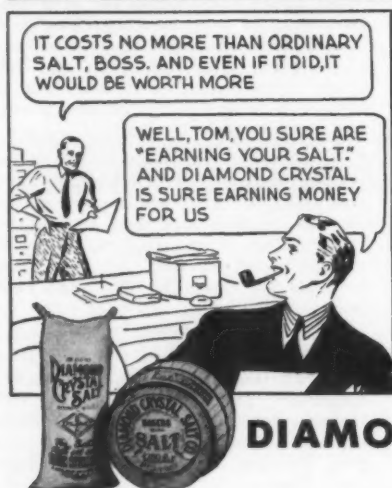
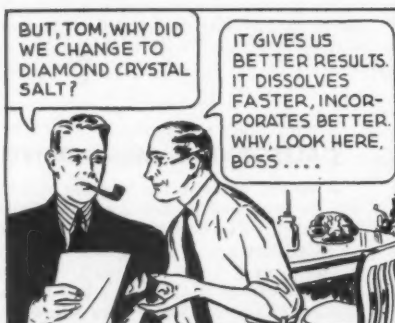


The Jourdan Process Cooker is manufactured under U. S. Patents No. 1,690,449 dated November 6, 1928, and No. 1,921,231 dated August 8, 1933. Other Patents Pending.

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Jourdan Process Cooker Co., 814-32 W. 20th St., Chicago, Ill.

Write for full details of the Jourdan Process Cooker, the cooker that pays for itself not once but many times.



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THAT'S why so many food manufacturers are changing to Diamond Crystal Alberger Process Salt. They're finding that the finest ingredients don't make the finest possible products unless they use this distinctively mild salt in its distinctively soft, porous-flake form.

For Diamond Crystal seasons perfectly. It wakes up flavors that are

hidden—covered up—by ordinary salt. Its delicately, soft, flat flakes blend quickly and tastily with other good things.

Just one trial will convince you that Diamond Crystal Alberger Process Salt in *your* product will "wake up hidden flavors"—and hidden profits—for you. Diamond Crystal Salt Co., Inc., St. Clair, Mich.

Sales Offices in 26 Principal U. S. Cities

DIAMOND CRYSTAL *Alberger Process* SALT

The salt that "WAKES UP HIDDEN FLAVORS"

A Page for the



SAUSAGE *Manufacturer*

SAUSAGE Profits

Planning Production and Sales Solves a Problem

SAUSAGE consumption in every month of 1936 exceeded the like period of 1935, and production for the year was a record.

But not all of this sausage was sold at a profit. That was because the idea of reducing prices by increasing volume overshadowed the certainty of selling at a profit.

There is no question that the American public's taste for sausage is increasing, but when production is stepped up in a given distributive area faster than consumptive demand is stimulated, it is likely to be done at somebody's expense.

One Man's Experience

A sausage manufacturer who had such an experience shows how the idea of blindly increasing volume and cutting prices could bring results the reverse of those sought.

He points out that profits are the goal of business, and that decreasing prices in expectation that increased consumption of sausage will boost net revenue is a policy that seldom succeeds.

Some interesting figures are given to

support this contention. Assume, this sausage manufacturer says, there are 18 sausage manufacturing plants in a particular territory; that each one of these produces an average of 20,000 lbs. weekly, which is sold at an average price of 20c lb. and an average profit of 2c lb.

Volume and Profits

Suppose, says this sausage manufacturer, all plants decide a reduction in average selling price to 19c would be good business—that consumption would increase sufficiently as a result to cut production costs and increase average profit per plant. What happens?

It must be considered that if consumption is increased as expected, production costs will decrease. If these sausage manufacturers formerly sold at an average of 20c lb. and made 2c lb. profit, then average cost was 18c lb.

For argument's sake, suppose average volume per plant is increased 5,000 lbs. per week and that average cost is reduced $\frac{1}{2}$ c lb. Then, on an average production of 25,000 lbs., average cost would be $17\frac{1}{2}$ c lb. instead of 18c. At an average selling price of 19c lb., profit per pound would be $1\frac{1}{2}$ c.

Reduces Net for Each

But this margin of $1\frac{1}{2}$ c lb. and a volume of 25,000 lbs. per week would not give each sausage manufacturer the total profit he formerly made on a volume of 20,000 lbs. Instead of an average net of \$400 weekly, each sausage manufacturer would have a net of only \$375.

In territories where sausage has been well merchandised it seldom is possible to increase volume and cut costs sufficiently to offset any considerable decrease in selling prices.

"Large volume and small profits" sounds well, this sausage manufacturer says, "and no doubt is good policy governing the sale of many products. But it is difficult to apply to sausage—a product that is bought to satisfy appetites that are not unlimited."

Margin Too Narrow

Many sausage manufacturers have attempted to sell at a very small margin, and to keep costs low have produced in large volume. They got into trouble because they were unable to gauge markets accurately, and produced in excess of the ability of consumers to absorb at even the lower prices asked.

Such an experience, more often than not, was followed by attempts to retrieve losses by further reducing prices and increasing production. The result was inevitable—consumers backed away from cheaper product that did not please, and volume declined instead of increasing.

There is only one sound basis on which to conduct a sausage business—make high quality products to meet demand, sell at prices fair to producer and consumer, and work to build consumer demand and increase consumption.

Adopt a New Plan

Heretofore it had been the policy of this sausage manufacturer to produce without much regard for markets, and



SAUSAGE PRODUCTION IN WELL-MANAGED FACTORY

In this well-managed sausage plant, production is carefully adjusted to territorial needs, and there is little complaint of unsatisfactory business.

Week Ending March 6, 1937

Page 25

Exact Weight Scales

**for Packaging
Sliced Bacon
Chipped Beef
Sausage—**



TU-WAY Tower high speed packaging scale—3 lb. capacity.

Speed . . . more speed! Here is the new TU-WAY tower EXACT WEIGHT SCALE for check-weighing behind high speed slicers in packing plants.

New features—shorter platter fall . . . shorter travel on the dial . . . keen dash pot control. Packers who have tried this new scale in both check-weighing and hand weighing operations say it is the fastest scale they have ever used . . . they say it speeds their operations and stops packaging leaks in sliced bacon, chipped beef and sausage departments.

Write for details . . . let us show you this new model.

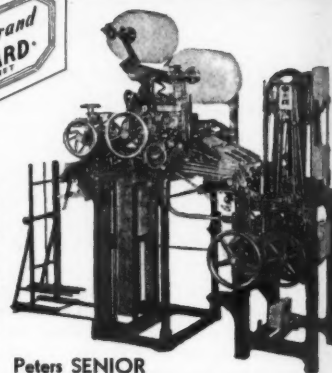
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in packaging
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Equipment**

Peters LARD and SHORT-ENING Packaging Machines reduce your packaging costs and increase your profits by producing packages as inexpensively as possible. Machines in both SENIOR and JUNIOR models for forming, lining, folding, and closing cartons—Hand and automatically fed—production ranging from 35 to 60 cartons per min. Write for details today!



Peters SENIOR Forming and Lining Machine

Production—55 to 60 cartons per min.
Operators—None

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Rotary Oven**

Burns Any Gas

Produces Best Quality Loaves and Roasts at Lowest Fuel and Power Cost.

\$300 Small
\$325 Medium
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F.O.B. Factory

Built for Service

36 loaves or 24 roasts
60 loaves or 48 roasts
90 loaves or 72 roasts

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COMPACT
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"QUIKURE"—the best and fastest brine pump on the market! Quick, accurate, even distribution of pickle. Handles spray pumping and artery pumping—assures perfect cure. No tank necessary. Ask us for full details!

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then to turn over this production to the sales department to be disposed of. Beginning a few months ago, each week's production at this plant is being planned carefully at a conference held on the preceding Saturday. All factors which might influence sales and consumption one way or the other are considered. The attempt is being made to put production, as well as sales, on a strictly business basis.

Owner, plant superintendent and sales manager make up the production planning committee. Results to date have been very encouraging. Waste and loss, and consequently production costs, have been reduced and profits have been increased.

A profitable by-product of the new policy—one not suspected when the new production plan was put into effect—is increased selling efficiency.

More Sales Efficiency

Salesmen's thinking has undergone a decided change for the better. They start out on their routes on Monday mornings with more confidence in their products and the price list than they ever had before. Today, they feel, they have products retailers want, because supply is not unlimited.

They become the aggressors in a sales transaction. Previously their instruction had been to move a volume that seemed unlimited. There's a difference!

There is much improvement to be made before sausage merchandising methods are on a par with processing and manufacturing efficiencies. A general appreciation of the fact that good merchandising starts in the plant will be helpful in getting sausage merchandising on a more profitable plane.

EDUCATING MEAT DEALERS

Plans have been completed for the fourth annual Minnesota Retail Meat Dealers' Short Course, which will be held March 8 and 9 at the Nicollet Hotel in Minneapolis. The event is sponsored by the Minnesota Retail Meat Dealers' Association, the University of Minnesota and the National Live Stock and Meat Board. The program is as follows:

Methods used by the Retailer in Meat Advertising, and Pricing Retail Meat Cuts—Max O. Cullen, National Live Stock and Meat Board.

Refrigeration as Applied to the Retail Market—J. F. Raether, Westerlin and Campbell Co., St. Paul, Minn.

Meat Grading—B. F. McCarthy, U. S. Department of Agriculture.

Meat Inspection—Dr. C. P. Fitch, Chief Division of Veterinary Medicine, University of Minnesota.

Selection and Preparation of Specialty Meats—Miss Alice M. Child, Division of Home Economics, University of Minnesota.

Livestock Marketings, Origin, Char-

acter and Probable Volume—A. B. Smeby, Marketing Specialist, U. S. Bureau of Agricultural Economics, South St. Paul, Minn.

FEBRUARY MEAT REVIEW

Most grades of fresh beef showed little or no change in price during February, wholesale prices of fresh pork loins at the close of the month were about the same as at the beginning, most smoked pork products were steady to slightly higher, and lard prices were lower, according to the February meat and livestock review of the Institute of American Meat Packers.

Production of meat and lard during the month is estimated to have been about 6 per cent greater than that of the same month a year ago. Compared with the February five-year-average, 1929-1933, when production is considered to have been more nearly normal, the output of meat and lard was about 17 per cent less. February lard production was about 14 per cent greater than a year ago but about 50 per cent smaller than the average for the month during the five years, 1929-1933. Beef production during the month was somewhat smaller this year as compared with a year ago, but apparently about 10 per cent greater than the average for the five-year period. Veal production also was somewhat greater than

a year ago and substantially above the average for February. Production of lamb and mutton was about equal to the five-year average.

Hog marketings during February were about 20 per cent larger than a year ago, but about 20 per cent smaller than in January, and only about two-thirds of average receipts during February for 1929-1933. Cattle receipts were somewhat smaller than a year ago, and considerably fewer than during January. Lamb receipts were smaller than for last February and for January this year.

Consumer purchasing power, as measured by the index of factory payrolls issued by the Bureau of Labor Statistics, is slightly lower than the level reached in December. This was probably the result of recent floods and labor disturbances. Latest available index, that for January, reveals that consumer purchasing power in that month, although lower than in December, was about 23 per cent larger than in January, 1936.

CHAIN STORE SALES

Safeway Stores, Inc. reports sales of \$27,510,237 for the four weeks ended February 20, a gain of 17.2 per cent over the corresponding period last year. Sales for the first eight weeks of 1937 totaled \$53,771,431 against \$46,576,832 last year, a gain of 15.4 per cent.



The Bulls-eye in
QUALITY
others strive for

INSURES—

1. Reduced cost—increased yield.
2. Improved flavor and appearance.
3. A plumper sausage—juices absorbed and held.
4. More nutritious loaves and sausages.
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... Makes Better Loaves ... Better Sausage.

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"Believe it or not"—the fastest growing products in the lard and vegetable shortening industries today are Votator-made! Why? Because Votator made products are BETTER products—unequalled in creaminess, texture and color—unequalled in uniformity, "feel" and appearance!

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takes the animal fat or vegetable oil after refining, and delivers the finished product continuously to packaging or filling machines It chills, aerates, congeals and texturates—in a matter of seconds. The entire process is accomplished in a closed system, under complete control and at lower cost. . . . Write today for complete descriptive literature on this revolutionary new process and equipment. Address:

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PROVISIONS AND LARD ★

WEEKLY MARKET REVIEW

STEADY accumulation of supplies was an important influence in the futures market for lard and hog products during the past week. Hog receipts were not so large, at times, but made a relatively favorable showing when compared with 1936. The market had to contend with persistent hedge selling from packinghouse quarters. Commission house trade was on both sides. As a whole, however, the market showed a slightly steadier undertone. Liquidation was less extensive and March deliveries on futures contracts were smaller than anticipated in view of heavy stocks in Chicago.

Offerings increased on the bulges. There was improvement in speculative absorption on the breaks and outside conditions appeared to play a little more part, particularly to the European situation. There was more uneasiness over the European rearmament program.

For the past few weeks Europe has been bearish on lard. There has been a fair amount of selling from that quarter, according to all reports, but at mid-week Eastern houses with European connections were on the buying side of lard. This was credited in part to foreign account and nervousness over the European outlook.

Domestic Developments

The foreign situation overshadowed domestic developments for a time. There was more realization that packers were not anxious to work lard levels lower but were merely hedging their make. These hedges subsequently will have to be bought in as the lard is disposed of. Lard stocks at Chicago scored a greater gain during the last half of February than the trade had expected, increasing 7,650,000 lbs. to 107,365,000 lbs.

Receipts of hogs at Western packing points last week totaled 311,489 head compared with 341,200 the previous week, and 259,800 the same week last year. The average price of hogs at Chicago at the outset of the week was 10.10c compared with 10.30c the previous week, 10.00c a year ago, 9.45c two years ago, and 4.40c three years ago. Top hogs at Chicago at mid-week were 10.45c compared with 10.05c the previous week.

The average weight of hogs received at Chicago last week was 241 lbs. compared with 236 lbs. the previous week, 235 lbs. a year ago, and 234 lbs. two years ago.

There were reports that Germany had bought 60,000 to 80,000 tons of whale oil. As this oil is used for shortening, it is believed the Reich has taken care of its fat requirements to a large extent, and that there is little prospect of any important buying of American lard.

PORK.—The market was steady and demand fair at New York. Mess was quoted at \$32.00 per barrel; family, \$32.00 per barrel, and fat back \$25.00@28.00 per barrel.

LARD.—The market was about steady at New York and demand fair. Prime western was quoted at 12.85@12.90c; middle western, 12.95@13.00c; New York City in tierces, 12½@12½c, in tubs, 12½@12½; refined Continent, 13c; South America, 13½c; Brazil kegs,

13¼c, and shortening in car lots, 13¼c, smaller lots, 13½c.

At Chicago, regular lard in round lots was quoted at 2½c under March, loose lard at 62½c under March and leaf lard at 1.25 under March.

(See page 40 for later markets.)

BEEF.—Demand was fair at New York and the market was steady. Family was quoted at \$18.00@19.00 per barrel, nominal.

One Way to Move HEAVY PORK STOCKS

WHAT has happened to pork consumption?

Do pork products need some cooperative effort to move them into consumptive channels at price levels that will insure a continuing fair price for the farmer's hogs?

Increased marketing of hogs during the past four months—although no heavier than marketing of normal production years—has resulted in a backing up of stocks of pork meats and lard that is having an adverse psychological effect on the market.

There is danger of packers feeling they must sell product on hand for any price they can get for it. Cellars and freezers are full to capacity, and there has been lack of turnover so desirable to release funds for day-to-day livestock purchases.

Success With Beef and Lamb

It is a well-established fact that consumption of a given product can be stimulated if some cooperative effort is put back of its marketing. This was evidenced in the cooperative beef campaign of last August and September. Large supplies of fancy heavy cattle went into consumption in hot weather at higher price levels than those that had been prevailing, and good enough to enable the feeder to market his fat cattle without loss.

A similar story prevailed in recent months with lamb. Instead of calling attention to large supplies of quality lambs available for market, a campaign was arranged between lamb feeders, meat packers and meat retailers and the lamb crop was moved to the satisfaction of all concerned.

Why Not a Pork Drive?

Why not a pork campaign? Instead of talking about large supplies of pork

meats and lard on hand, an effort might be made in cooperation with retail organizations—corporate chains, voluntary chains and independent retail meat dealer organizations—to move the pork on hand.

This does not call for any expensive publicity campaign. Whatever it cost, it would not compare with loss in marketing down cellar and freezer stocks and in making distress sales.

Pork has been in only moderate supply in the past two years, and the price has been higher than the consumer has been in the habit of paying since the depression began. However, with improvement in employment and increase in buying power, it is evident that all pork available can be absorbed at satisfactory prices if the public is made pork conscious once again.

Sell Pork Values

Many reasons have been given why pork meats have not moved as expected. The fact that hog runs failed to take a sharp drop after the first of the year had a marked effect on the thinking which prevailed in the trade. Another reason assigned was the mild winter weather in many large consuming areas.

Pork meats should be restored to their old prominence on the menu. The consumer must be re-educated to the palatability of fresh and cured pork meats, and to the good things that can be made with lard.

It can be done. *Will the industry permit itself to absorb a heavy loss on high-priced meat stocks through failure to put merchandising force back of them?*

Stocks To Be Moved

Stocks on hand at the seven principal markets on March 1 indicate that both meat and lard stocks continued to in-



THE TIME IS RIPE to order your ham bags!

All signs point to a heavier, more profitable demand for Easter hams. And all signs point to a shortage of quality ham bags.

Naturally, you want to be right in the front line of the Easter parade with fine looking, attractive hams. That's why we say "send your order for ham bags to CAHN—NOW."

You'll have a finer looking product, your sales will improve, and you'll save money on your stockinette costs. Write for samples today!

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Good Stockinettes - a necessity for profit

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THE MODERN SMOKE-HOUSE FUEL

Ford Charcoal Briquets have helped other smoke-house operators reduce costs, increase business and expand profits. We can demonstrate—right in your own smoke-house—that this superior hardwood charcoal will save you time and money—speed up both the drying and smoking processes—improve the quality

of your smoked-meat products—cut handling, storage and operations costs—reduce waste and shrinkage. Why not let this economical, better fuel do for you what it already has done for many of your competitors? Write today for complete information—or for a free demonstration in your smoke-house.



FORD MOTOR COMPANY By-Products Division, Dearborn, Michigan

crease through February. This is attributable to slow consumptive outlet and to a run of hogs larger than in February one and two years ago, but much smaller than normal February receipts.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on February 28, 1937, with comparisons as especially compiled by THE NATIONAL PROVISIONER.

	Feb. 28, '37, lbs.	Jan. 31, '37, lbs.	Feb. 29, '36, lbs.
Total S.P. meats	184,332,132	169,833,390	112,517,145
Total D.S. meats	28,900,898	22,976,046	27,461,293
Other cut meats	22,571,024	21,626,884	11,937,845
Total all meats	235,804,054	214,436,320	151,916,283
P. S. lard	115,779,442	107,449,877	35,855,610
Other lard	21,222,473	17,960,070	10,157,398
Total lard	137,001,915	125,409,947	46,013,008
S.P. regular hams	40,005,493	38,110,806	26,304,604
S.P. skinned hams	66,900,196	58,639,174	40,465,006
S.P. bellies	52,225,701	49,173,129	35,715,161
S.P. picnic	24,984,742	23,807,281	9,805,874
D.S. bellies	18,016,142	14,687,070	15,853,390
D.S. fat backs	9,396,637	7,360,593	10,840,169

CANADIAN STORAGE STOCKS

Stocks of meat in Canada:

	Feb. 1, '37, lbs.	Jan. 1, '37, lbs.	Feb. 1, '36, lbs.
Beef	20,450,309	23,953,356	20,310,732
Veal	3,295,734	4,485,375	2,188,654
Pork	51,409,310	49,599,960	33,061,342
Mutton and lamb	6,165,040	7,192,102	4,778,272

Hog Cut-Out Results

STRENGTH given the hog market by somewhat smaller supplies was offset by a weak fresh pork market in the large Eastern consuming centers and cut-out values for the first four days of the current week were no more satisfactory than those of the previous period. Heavier butchers cut at practically \$1 per head loss.

At Chicago there were considerably more half-fat hogs in the runs and these suffered the greatest price decline. Good to choice hogs, particularly heavier weights, were in demand and commanded strongest prices.

Market tops ranging from \$10.25 to \$10.45 prevailed during the period, with \$10.40 being the best paid on the closing day. Interest on the part of buyers was not strong at the higher figures. Choice hogs weighing 200 to 350 lbs. showed little price range, on the closing day \$10.40 being paid for all weights ranging from 195 to 275 lbs., providing the hogs were choice. Supplies of packing sows were small, good butcher kinds moving at \$9.85 to \$10.00.

Some further accumulation in pork meats and lard was indicated by reports of stocks at seven markets on March 1, but with strength in both beef and lamb markets it would seem that pork meats should move into consumptive channels at present price levels, particularly if consumer appetite for pork is revived by merchandising campaigns

in the retail trade centered on these products.

The test on this page is worked out on the basis of Chicago costs and values with representative charges and by-product credits. Yields shown apply only to good butchers of the weights specified.

CHICAGO PROVISION STOCKS

Stocks of meat and lard on hand in Chicago are reported as of February 28, 1937, as follows:

	Feb. 28, 1937.	Jan. 31, 1937.	Feb. 29, 1936.
Pork, bris.	24,541	22,708	26,302
P. S. lard, lbs.	101,286,577	92,725,753	29,390,438
Other lard, lbs.	6,079,847	6,990,061	5,890,482
D.S. Cl. Bellies ¹	8,655,723	6,657,768	6,522,350
D.S. Cl. Bellies ²	10,000	28,000	.....
D.S. Rib Bellies ¹	634,831	552,711	497,951
Ex. Sh. Cl. Sides ¹	3,900	2,800	2,000
D.S. fat backs, lbs.	4,202,195	3,108,059	4,801,878
D.S. Shldrs., lbs.	67,166	78,483	174,679
S.P. hams, lbs.	20,410,659	19,263,802	12,680,998
S.P. Sknd. hams, lbs.	34,080,044	28,951,887	17,202,301
S.P. bellies, lbs.	26,692,801	25,890,997	17,173,961
S.P. picnic, S.P. Boston Shldrs., lbs.	13,996,336	13,132,417	5,243,774
S.P. Shldrs., lbs.	3,000	18,000	35,000
Other cut meats	14,107,781	14,238,043	6,622,183
Total cut meats	122,954,436	111,926,967	70,957,105

¹Made since Oct. 1, 1936.

²Made previous to Oct. 1, 1936.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive
	180-220 lbs.			220-260 lbs.			260-300 lbs.		
Regular hams	14.00	17.4	\$ 2.44	13.70	17.3	\$ 2.38	13.40	17.1	\$ 2.29
Picnics	5.70	12.4	.71	5.40	12.0	.65	5.10	12.0	.61
Boston butts.....	4.00	17.0	.68	4.00	17.0	.68	4.00	17.0	.68
Loins (blade in).....	9.80	18.3	1.79	9.50	16.9	1.61	9.00	16.0	1.44
Bellies, S. P.....	11.00	17.9	1.97	9.70	17.6	1.71	4.00	17.4	.70
Bellies, D. S.....			....	2.00	15.0	.30	9.40	15.0	1.41
Fat backs	1.00	10.3	.10	3.00	10.0	.30	5.00	11.8	.59
Plates and jowls.....	2.50	9.8	.25	2.50	9.8	.25	3.00	9.8	.29
Raw leaf.....	2.10	10.9	.23	2.20	10.9	.24	2.10	10.9	.23
P. S. lard, rend, wt.....	11.80	11.9	1.40	11.60	11.9	1.38	10.70	11.9	1.27
Spareribs	1.60	11.0	.18	1.60	11.0	.18	1.50	11.0	.18
Trimnings	3.00	11.3	.34	2.80	11.3	.32	2.70	11.3	.31
Feet, tails, neckbones.....	2.00	....	.08	2.00	....	.08	2.00	....	.08
Offal and misc.....		....	.40	....	....	.40	....	....	.40
TOTAL YIELD AND VALUE...	68.50		\$10.57	70.00		\$10.48	71.00		\$10.48
Cost of hogs per cwt.....		\$10.17			\$10.26			\$10.21	
Condemnation loss.....		.05			.05			.05	
Handling & overhead.....		.64			.58			.54	
TOTAL COST PER CWT ALIVE		\$10.86			\$10.89			\$10.80	
TOTAL VALUE		10.57			10.48			10.48	
Loss per cwt.....		.29			.41			.32	
Loss per hog.....		.58			.98			.90	

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(stainless)
Steel
Boiler

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Adelmann Ham Boilers, "The Kind Your Ham Makers Prefer," are made of Cast Aluminum, Tinned Steel, Monel Metal, and Nirosta (Stainless) Steel—the most complete line available. The Adelmann Washer, Foot Press, Ham Washer and other supplementary equipment cut ham boiling costs, assure perfect results from Adelmann Ham Boilers, and pay for themselves through economies. Write for free booklet "The Modern Method" and liberal trade-in schedule.

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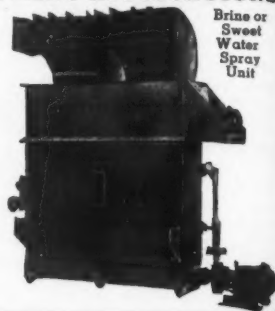
European Representatives: R. W. Bollans & Co.,
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simply slide the
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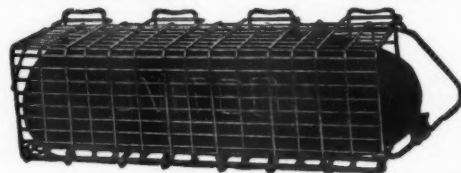
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STAINLESS STEEL MOLDS



For better sausage profits, use UNITED Sausage Molds. Make sausage better looking, more appetizing. *Never* need retinning. Welded construction for long life. Exclusive closing device for easy operation. Also available in retinned steel. UNITED Bacon Hangers will please you, too. Write for samples and prices.

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Salem ARTERY PUMP

NO GUESSWORK — Self Measuring

Equipped for artery and spray pumping. Artery pumping insures uniform distribution of cure and better flavor. Pickled meats ready for sale in 48 hours! Accurately pumps 1/4 pint each stroke. No metering; no guesswork. Built to last! Send for details!



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SALEM TOOL CO., SALEM, OHIO

PORK PRODUCTS EXPORTS

	Week ended Feb. 27, 1937.	Week ended Feb. 29, 1936.	Nov. 1, 1936 to Feb. 27, 1937.
PORK.			
To	bbls.	bbls.	bbls.
United Kingdom.....	25	10	
Continent.....	60	205	
Total.....	85	215	

BACON AND HAM.

	M lbs.	M lbs.	M lbs.
United Kingdom.....	3,872	2,340	51,057
Continent.....	72		72
West Indies.....	30		160
Other Countries.....	1		1
Total.....	3,902	2,340	51,290

LARD.

	M lbs.	M lbs.	M lbs.
United Kingdom.....	1,300	649	33,715
Continent.....	6	93	1,337
8th. and Ctl. America.....	23		302
West Indies.....	23		1,741
Other Countries.....	1		1
Total.....	1,338	778	37,156

TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Bacon and Ham, M lbs.	Lard, M lbs.
New York.....	2,061	85	
W. St. John.....	2,061	764	
Halifax.....	1,452	478	
Total.....	3,902	1,337	
Previous week.....	3,651	1,153	
2 weeks ago.....	3,790	1,396	
Cor. week 1936.....	85	778	

SUMMARY NOV. 1, 1936 TO FEB. 27, 1937.

	1936 to 1935 to 1937.	1936. Increase.	Decrease.
Pork, M lbs.....	43	160	117
Bacon and Ham, M lbs.....	51,290	35,439	15,851
Lard, M lbs.....	37,155	31,081	5,174

MEAT IMPORTS AT NEW YORK

For week ended February 27, 1937:

Point of origin.	Commodity.	Amount Lbs.
Argentina—Canned roast beef.....		45,000
—Dry salt pork bellies.....		47,525
—Canned corned beef.....		93,050
—Tinned spiced beef.....		4,320
—Smoked bacon.....		15,241
Canada—Smoked pork.....		30,486
—Fresh chilled pork cuts.....		45,411
—S. P. hams.....		19,200
—Fresh chilled beef liver.....		394
—Pork sausage.....		955
—Fresh chilled beef cuts.....		22,561
Denmark—Liverpaste in tins.....		4,709
—Cooked ham in tins.....		10,278
England—Meat paste in tins.....		189
France—Liverpaste in tins.....		4,769
Germany—Smoked ham in tins.....		17,441
—Smoked sausage.....		22,362
—Smoked ham.....		575
Irish Free State—Smoked ham.....		3,048
Italy—Smoked sausage.....		9,920
—Smoked ham.....		2,833
Lithuania—Fresh frozen pork cuts.....		129,209
Paraguay—Canned Corned beef.....		27,000
Poland—Cooked ham in tins.....		1,055,103
—Smoked bacon.....		24,066
—Smoked sausage.....		2,836
—Sweet pickled pork cuts.....		41,705
—Tinned luncheon meat.....		31,465
—Fresh frozen pork cuts.....		18,280
—Cured salted bacon.....		34,770
Switzerland—Bouillon in tins.....		6,428

U. S. BACON QUOTA

British Board of Trade has announced provisional continuation of present bacon import quota ratés until March 31. This would allow imports of about 148,000,000 lbs. between January 1 and March 31, of which the American allocation will presumably be 8.1 per cent, or around 11,988,000 lbs. Frozen pork allocations to the United States for the first quarter amount to nearly 4,600,000 lbs., of which 257,600 lbs. may be imported for curing.

Week Ending March 6, 1937

CHICAGO PROVISION MARKETS

Reported by The National Provisioner Daily Market Service

FUTURE PRICES

SATURDAY, FEBRUARY 27, 1937.

	Open.	High.	Low.	Close.
LARD—				
Mar.	12.47½	12.55	12.47½	12.55-52½
May	12.75-82½	12.82½	12.75	12.80-77½
July	13.00	13.05	12.97½	13.05-92½
Sept.	13.25-27½	13.30	13.20	13.27½
Oct.	13.27½	13.27½	13.25	13.25b
CLEAR BELLIES—				
May				16.30
July				16.55b

MONDAY, MARCH 1, 1937.

	Open.	High.	Low.	Close.
LARD—				
Mar.	12.60-62½	12.62½	12.50	12.50b
May	12.90-95	12.95	12.77½	12.82½ax
July	13.10-15	13.15	13.02½	13.05
Sept.	13.35	13.35	13.25	13.27½
Oct.				13.30n
CLEAR BELLIES—				
May				16.35b
July				16.60b

TUESDAY, MARCH 2, 1937.

	Open.	High.	Low.	Close.
LARD—				
Mar.	12.37½	12.40	12.30	12.35b
May	12.65-62½	12.80	12.62½	12.77½
July	12.87½-85	13.00	12.85	12.97½b
Sept.	13.15	13.25	13.12½	13.20b
Oct.				13.20b
CLEAR BELLIES—				
May				16.35n
July				16.60n

WEDNESDAY, MARCH 3, 1937.

	Open.	High.	Low.	Close.
LARD—				
Mar.	12.60	12.60	12.50	12.50ax
May	12.85-90	12.92½	12.82½	12.82½ax
July	13.15	13.15	13.05	13.05b
Sept.	13.25-37½	13.37½	13.25	13.30b
Oct.	13.35	13.37½	13.32½	13.32½ax
CLEAR BELLIES—				
May				16.42½b
July				16.70b

THURSDAY, MARCH 4, 1937.

	Open.	High.	Low.	Close.
LARD—				
Mar.	12.47½	12.47½	12.47½	12.47½
May	12.92½	12.92½	12.80	12.82½-85
July	13.15	13.15	13.05	13.05b
Sept.	13.40	13.40	13.27½	13.32½
Oct.	13.32½	13.32½	13.32½	13.32½
CLEAR BELLIES—				
May				16.42½b
July				16.70b

FRIDAY, MARCH 5, 1937

	Open.	High.	Low.	Close.
LARD—				
Mar.	12.60	12.65	12.60	12.65b
May	12.85	13.02½	12.85	13.02½ax
July	13.10	13.25	13.10	13.25ax
Sept.	13.35-37½	13.50	13.35	13.50ax
Oct.				13.47½b
Aug.	13.30			13.30
Dec.	13.45			13.45
CLEAR BELLIES—				
May				16.45b
July				16.75b

Key: ax, asked; b, bid; n, nominal; —, split.

GERMAN HOGS AND LARD

Top hogs at Berlin for the week of February 17, 1937, were quoted at \$16.79 against \$16.79 the previous week and \$17.70 at the same time a year earlier. Lard in tierces at Hamburg was priced at \$14.22 per cwt. against \$14.38 the previous week and \$12.81 at the same time last year.

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of February 27, 1937, totaled 95,315 lbs.; greases 457,200 lbs.; stearine none; tallow none.

CASH PRICES

Based on actual carlot trading Thursday, March 4, 1937.

REGULAR HAMS.

	Green.	*S.P.
8-10	19½	19½
10-12	18½	18½
12-14	17½	18
14-16	17½	18
16-18 Range.....	17½	18

BOILING HAMS.

	Green.	*S.P.
16-18	17½	18½
18-20	17½	18½
20-22	17½	18½
16-22 Range.....	17½	18

SKINNED HAMS.

	Green.	*S.P.
10-12	19½	19½
12-14	19	19½
14-16	19	19
16-18	19	19
18-20	19	19
20-22	18½	18½
22-24	17½	17½
24-26	16½	16½
26-30	16	16
30 and up.....	16	15½

PICNICS.

	Green.	*S.P.
4-6	12½	12½
6-8	12½	12½
8-10	12½	12½
10-12	12½	12½
12-14	12½	12½

Short Shank ½c over.

BELLIES.

	(Square cut seedless) (S. P. ½c under D. C.)	*D.C.
Green.		
6-8	18½	19½
8-10	18½	19½
10-12	18	19
12-14	18	19
14-16	17½	18½
16-18	17½	18½

*Quotations represent No. 1 new cure.

D. S. BELLIES.

	Clear.	Rib.
14-16	16½	16½
16-18	16½	16½
18-20	16½	16½
20-25	16½	16½
25-30	16	16
30-40	15½	15½
40-50	15½	15½

D. S. FAT BACKS.

6-8	10½
8-10	10½
10-12	11½
12-14	12½
14-16	13
16-18	13½
18-20	14½
20-25	15½

OTHER D. S. MEATS.

Extra Short Clears.....	35-45
Extra Short Ribs.....	35-45
Regular Plates.....	6-8
Clear Plates.....	4-6
Jowl Butts.....	10½
Green Square Jowls.....	12½
Green Rough Jowls.....	10½

LARD.

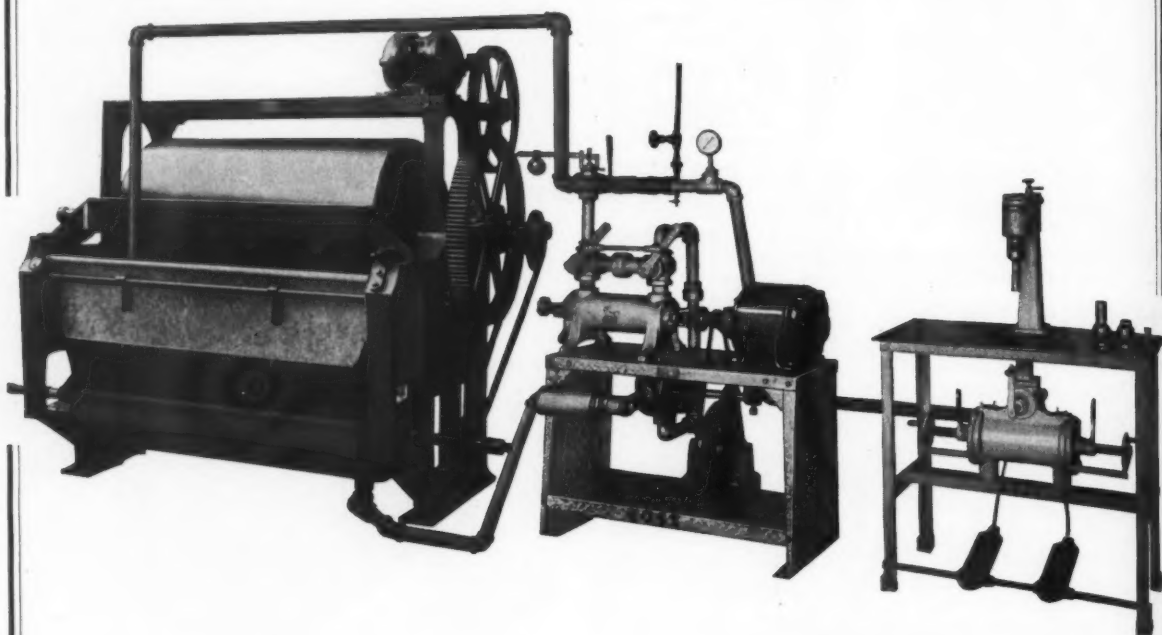
Prime Steam, cash.....	12.45n
Prime Steam, loose.....	11.87½n
Refined, boxed, N. Y.—Export.....	unquoted
Neutral, in tierces.....	13.25n
Raw Leaf.....	11.25b

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended February 27, 1937, were as follows:

	Week Feb. 27.	Prev. Week.	Same Week '36.
Cured meats, lbs.	13,501,000	12,053,000	14,487,000
Fresh meats, lbs.	44,020,000	40,237,000	41,427,000
Lard, lbs.	1,104,000	1,267,000	2,064,000

"BOSS" LARD PROCESSING EQUIPMENT



When the warmer weather causes your lard to lose its firmness and take on an oily appearance, it is very difficult to convince housewives and chefs that this condition has nothing to do with the purity of your product.

There was a time when every lard renderer had this problem confronting him at the approach of summer.

Now, however, means have been devised and developed to overcome it.

The outfit shown in this illustration will assist you materially in maintaining a firm, homogeneous product that will remain smooth, white and firm under the most trying conditions.

"BOSS" Lard Rolls, built in sizes to serve plants of every capacity, chill lard evenly and make it firm in structure.

Then entering the "BOSS" Lard Gyrator, the lard is whipped into a smooth, fluffy mass;

the color is decidedly improved and the velvety finish of the lard presents a most alluring appeal to the purchaser.

Lard processed with "BOSS" Equipment is an economical buy, which cannot be stressed too strongly in the face of the many substitutes offered. It has been definitely demonstrated that not nearly so much lard is needed for pie dough or deep fat frying. Excellent results are obtained and once convinced of the great saving effected, as well as the improvement in the taste and texture of the foods in which it is used, buyers are completely won over and become regular users.

"BOSS" Lard Fillers accurately dispense the lard for bulk or package distribution.

If you consider that all you need is a simple, compact outfit of this type to solve your problem, you will agree that we are right in proclaiming:

"BOSS"—The Symbol for Best Of Satisfactory Service



THE CINCINNATI BUTCHERS' SUPPLY CORPORATION

324 Exchange Ave., U. S. Yards,
Chicago, Illinois

Mr. "BOSS" Machines for Killing,
Sausage Making, Rendering

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Cincinnati, Ohio

TALLOW AND GREASES ★

WEEKLY MARKET REVIEW

TALLOW.—The market at New York was rather quiet but firm during the past week. There was a little trading in extra at 9c, delivered, or unchanged from the previous week. Offerings were not large and some were asking higher than that figure. However, soapers did not appear inclined to come up in their ideas at the moment.

The irregular action of other commodities attracted some attention but producers were in a comfortably sold up position and there was no volume of tallow on the market. It was reported that smaller producers had disposed of their supplies and larger sellers were holding for as much as 9½c, delivered, on New York extra. A few tanks from the outside were quoted at 9½c, delivered New York.

South American No. 1 inedible tallow was offered at 5½c, c.i.f. Atlantic and Gulf ports, quality reported equal to or better than extra. There was quite a large business in South American edible tallow at Atlantic and Gulf ports at 6c, c.i.f.

At New York, special was quoted at 8½c, f.o.b.; extra, 9c, delivered, and edible, 9½c, nominal.

Trading in tallow at Chicago continued rather slow with moderate offerings. Prices have favored the buying side on light scattered trades. Five tanks prime packers tallow sold at the market on Thursday, f.o.b. outside point. Edible was quoted at 9½c; fancy, 9¼c; prime packer, 9¼c; special, 9c, and No. 1, 8¾c.

On the New York Produce Exchange, tallow futures were a shade lower on the week and quiet. May sold at 9c and July at 9.05c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, March-April shipment, was off 9d on the week at 27s 9d and Australian good mixed, March-April, was off 9d at 27s 9d.

STEARINE.—The market at New York was quiet and quoted at 10¼c nominal for oleo.

At Chicago, the market was about steady with oleo quoted at 10@10¼c.

OLEO OIL.—Demand was rather quiet at New York and the market was easier. Extra was quoted at 12½@13½c; prime, 12@13c, and lower grades, 11½@12½c.

At Chicago, demand was quiet and the market off ¾c on the week. Extra was quoted at 12¼c.

(See page 40 for later markets.)

LARD OIL.—The market was rather quiet with demand only fair. Offerings were not pressing at New York and prices were unchanged with No. 1 quoted at 13c in barrels; No. 2, 12½c;

extra, 13½c; extra No. 1, 13¼c; prime, 14c, and winter strained, 13¼c.

NEATSFOOT OIL.—Demand was fair and the market firmer, especially for pure oil. Cold test at New York was quoted at 18½c; extra, 13½c; extra No. 1, 13¼c; pure, 14¼c, and special, 13¼c.

GREASES.—A rather steady market featured greases at New York during the past week due to the fact that offerings continued rather scanty. The last business in yellow and house was at 8½c and buyers' ideas were ¾c lower than that figure. There was no pressure from producers but demand was not large. Steadiness in tallow attracted attention but some at New York felt that the grease-tallow spread was tending to widen.

At New York, choice white grease was quoted at 9¼@9½c; A white, 9c; B white, 8½c, and yellow and house, 8½@8½c.

Trading in greases at Chicago continued very slow. Choice white grease was quoted at 9¼c; A white, 9c; B white, 8½c; yellow, 8½@8½c, and brown, 8½c.

TALLOW FUTURE TRADING

Tallow transactions at New York during week ended March 5.

SATURDAY, FEBRUARY 27, 1937.

	High.	Low.	Close.
March	8.65@9.00
April	8.65@9.05
May	9.00	9.00	9.00@9.15
June	9.00@9.20
July	9.05@9.25
August	19.10

MONDAY, MARCH 1, 1937.

March .....	.....	.....	8.65@9.00
April .....	.....	.....	8.65@9.05
May .....	.....	.....	8.90@9.15
June .....	.....	.....	8.95@9.15
July .....	.....	.....	9.05@9.15
August .....	.....	.....	19.10

TUESDAY, MARCH 2, 1937.

March .....	.....	.....	8.70@9.00
April .....	.....	.....	8.75@9.05
May .....	.....	.....	8.90@9.00
June	9.10	9.10	8.90@9.10
July	9.05	9.05	8.95@9.15
August .....	.....	.....	19.10

WEDNESDAY, MARCH 3, 1937.

March .....	.....	.....	8.70@9.05
April .....	.....	.....	8.75@9.05
May .....	.....	.....	8.85@9.15
June .....	.....	.....	8.90@9.15
July .....	.....	.....	9.00@9.20
August .....	.....	.....	19.15

THURSDAY, MARCH 4, 1937.

March .....	.....	.....	8.70@9.05
April .....	.....	.....	8.75@9.05
May .....	.....	.....	8.85@9.15
June .....	.....	.....	19.10
July .....	.....	.....	9.00@9.25
August .....	.....	.....	19.20

FRIDAY, MARCH 5, 1937.

Mar. ....	.....	.....	8.70@9.10
May ....	.....	.....	8.90@9.20
July ....	.....	.....	9.05@9.25

†Nominal.

BY-PRODUCTS MARKETS

Blood.

Chicago, March 4, 1937.

Blood market continues quiet. South American offered at \$3.70, c.i.f., March-April shipment.

	Unit	Ammonia.
Unground	\$	@3.75

Digester Feed Tankage Materials.

Some product moving at quoted prices.

Unground, 10 to 12% ammonia....	\$	@3.65 & 10c
Unground, 6 to 10%, first quality.		3.75@4.00 & 10c
Liquid stick		@2.25

Packinghouse Feeds.

Market quiet. Steam bone meal for feeding very scarce.

	Carlots.	Per ton.
Digester tankage meat meal, 60%....	\$	@55.00
Meat and bone scraps, 50%.....		@52.50
Steam bone meal, 65%, special feeding, per ton		@30.00
Raw bone meal for feeding.....		@45.00

Dry Rendered Tankage.

Market quiet. Some product sold early on basis of 90c. Later sales at lower figures. Buyers holding off.

Hard pressed and exp. unground per unit protein .....	\$	.82½ @ .85
Soft prod. pork, ac. grease & quality, ton		@65.00
Soft prod. beef, ac. grease & quality, ton		@55.00

Bone Meals (Fertilizer Grades).

Market for bone meal is firm.

	Per ton.
Steam, ground, 3 & 50.....	\$ @20.00
Steam, ground, 2 & 26.....	\$20.00@21.50

Gelatin and Glue Stocks.

Demand good for glue stock; prices firm.

	Per ton.
Calf trimmings	\$ @37.50
Pickled sheep trimmings.....	@30.00
Sinews, plazes	@32.50
Cattle jaws, skulls and knuckles.....	@27.50
Hide trimmings.....	@27.50
Pig skin scraps and trim, per lb., l.c.l.	@5c

Fertilizer Materials.

Market nominal. Prices f.o.b. Chicago, bulk basis.

High grd. tankage, ground, 10@11% am.....	\$	@ 3.75 & 10c
Bone tankage, ungrd., low gr., per ton		@20.00
Roof meal		@ 3.50

Animal Hair.

Hair continues in good demand, particularly November-March take-off. Next summer's take-off now being contracted.

Coll and field dried hog hair.....	2½@4c
Processed, black winter, per lb.....	.6 @9c
Cattle switches, each*.....	1½@2½c

*According to count.

Horns, Bones and Hoofs.

These products continue in good de-

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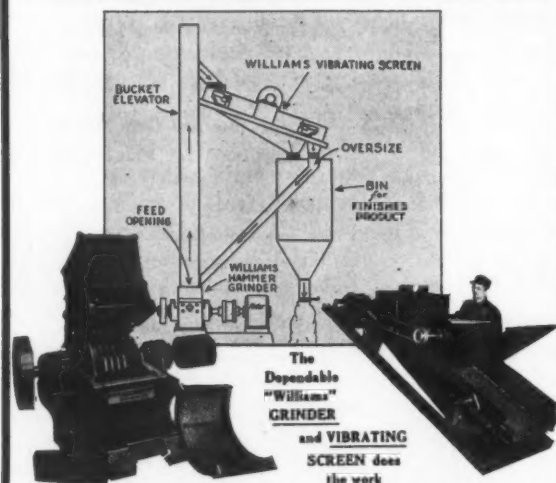
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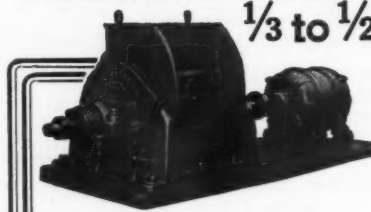
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Grinds fats, bones, carcasses, viscera, etc.—all with equal facility. Reduces everything to uniform fineness. Ground product gives up fat and moisture content readily. Saves steam, power, labor. Low operating cost. Increases melter capacity.



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Builders of Machinery Since 1854

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mand at prices quoted here.

Horns, according to grade.....	Per ton.	\$45.00@75.00
Cattle hoofs		@37.50
Junk bones		20.00@25.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.		
Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: March, 1937, to June, 1937.....		@27.00
Ammonium sulphate, double bags, per 100 lbs. f.o.b. New York.....	nominal	
Blood, dried, 16% per unit.....		@ 3.75
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory.....	4.00 & 10c nom.	
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f.....		@53.00
Fish scrap, acidulated, 6% ammonia, 8% A.P.A., f.o.b. fish factories.....	3.00 & 50c	
Soda nitrate, per net ton; bulk, March, 1937, to June, 1937, inclusive		@25.50
in 200-lb. bags.....		@26.80
in 100-lb. bags.....		@27.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	4.00 & 10c	
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	3.90 & 10c	
Phosphates.		
Foreign bone meal, steamed, 3 and 50 bags, per ton, c. i. f.....		@26.00
Bone meal, raw, 4½ and 50 bags, per ton, c.i.f.....		@36.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% nat.....		@ 8.25
Dry Rendered Tankage.		
50% unground		@.82½
60% unground		@.87½

ANIMAL OILS

(Basis Chicago.)

Prime edible	Per lb.	16½
Prime inedible		14
Headlight		14
Prime W. S.		13½
Extra W. S.		13½
Extra lard oil		12½
Extra No. 1		12½
No. 1 lard oil		12
No. 2 lard oil		11½
Acidless tallow		17
20" neatfoot		17
Pure neatfoot		13½
Spec. neatfoot		13
Extra neatfoot		12½
No. 1 neatfoot		12½

Oil weighs 7½ lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels, f.o.b. Chicago.

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, March 3, 1937.

Ground dried blood sold at \$3.75 per unit ammonia, f.o.b. New York, which is the general quotation. South American for March-April shipment is offered at \$3.70 per unit, c.i.f. Atlantic Coast ports but, of course, this shipment is rather late for the spring season.

Ground tankage sold at \$4.00 & 10c, f.o.b. New York, and unground at from \$3.75@3.90 & 10c, f.o.b. local shipping points, according to quality.

Japanese sardine meal is a little easier in price, sales having been made at \$53.00 per net ton, c.i.f. New York for spot delivery. No interest is being shown in future shipments for the time being.

Dry rendered tankage is lower in price with demand limited.

NEW CLIP WOOL OFFERED

Some new fine domestic wools being offered on Boston market at prices lower than recent asking prices for bulk of old wools. Clothing and short French combing length fine lambs wool sold at 97c and \$1.00, scoured basis. New Arizona fine wools, average French combing length, offered at \$1.00@1.03, scoured basis, with no sales. Graded French combing fine Territory wools, old clip, held at \$1.05@1.10, scoured basis. Central Arizona wool clip now coming on market in a large way. First sale of 80,000 lbs. reported from Phoenix at 29½c per lb.

TALLOW AND GREASES

(Loose, basis Chicago.)

Edible tallow	Per lb.	@ 9½
Prime packers tallow		@ 9½
No. 1 tallow, 10% f.f.a.		@ 8½
Special tallow		@ 9
Choice white grease		@ 9½
A-White grease, 4 acid		@ 9
B-White grease, maximum 5% acid		@ 8½
Yellow grease, 16-20 f.f.a.		@ 8½
Brown grease, 40 f.f.a.		@ 8½

New Trade Literature

Heat Diffusing Units (NL 357).—A 24-page book of interest to meat plant engineers and maintenance men. Describes and illustrates various types of unit heaters and gives dimensions, basic ratings, and engineering data for use when selecting space heating equipment. —Carrier Engineering Corp.

Duplex Power Pumps (NL 362).—Discusses in detail characteristics and application of power pumps. The design and operating principle of these pumps make them more suitable for certain conditions and requirements than pumps for any other type. Bulletin No. 6160.—Fairbanks, Morse & Co.

Chain Drive Data Book (NL 359).—The 1936 edition of Data Book No. 125 on Silverstreak silent chain drives of fractional horse power up to 2,000 h.p. Table of contents included installation pictures; engineering data; recommended drive selection; lubrication and casings; dimensions of chains and parts; list prices of chains and wheels; dimensions of wheel rims, hub sizes, bores, keys; chain adjusters; breaking pin hubs; electrical data, etc.—Link Belt Co.

Floors (NL 363).—Worthwhile information for the packer who has floor repair problems to solve. A 4-page folder illustrating and describing various steps in a patching job.—Flexrock Co.

Motorized Speed Reducers (NL 361).—Bulletin No. 750 on IXL fractional horsepower powered gears, with selection and price tables as well as dimensions.—Foote Bros. Gear & Machine Corp.

Aluminum Paint (NL 360).—Outlines advantages of aluminum paint for maintenance and product painting. Also includes requirements of different forms of maintenance painting—interior, exterior, walls, ceiling, stacks, tanks, heated surfaces, etc., and an interesting chart showing type and physical properties for different applications.—Aluminum Industries, Inc.

PACKINGHOUSE BY-PRODUCT YIELDS

Estimated yield and production of by-products from slaughter under federal inspection, January, 1937, with comparisons:

	Average wt. per animal.		Per cent of live weight.		Production					
	Jan. 1, 1936 to Dec. 31, 1936.	Jan., 1937.	Jan. 1, 1936, to Dec. 31, 1936.	Jan., 1937.	Jan. 1, 1936 to Dec. 31, 1936.	5-yr. average 1932-1936.	1936.	Jan., 1937.	Percent Jan., 1937 is of average	
	Lbs.	Lbs.	Pct.	Pct.	M lbs.	M lbs.	M lbs.	M lbs.	Pct.	
Edible beef fat ¹	31.70	31.27	3.44	3.41	346,240	27,162	28,193	26,961	90.26	
Edible beef offal.....	35.67	36.10	3.87	3.94	388,967	24,166	32,057	31,125	128.80	
Cattle hides	61.83	63.07	6.72	6.88	679,196	49,173	57,045	54,711	111.28	
Edible calf fat ¹	1.40	1.59	0.72	0.81	8,429	618	749	764	123.62	
Edible calf offal.....	7.53	7.55	3.87	3.85	45,383	2,877	3,581	3,629	126.14	
Lard ²	27.66	25.77	12.20	11.86	992,169	142,003	96,392	90,443	63.69	
Edible hog offal.....	8.21	7.77	3.63	3.58	295,177	28,826	27,892	27,270	94.60	
Pork trimmings	18.05	15.38	7.09	7.08	574,942	59,232	51,580	53,978	91.13	
Inedible hog grease ¹	2.36	2.23	1.05	1.03	85,485	11,386	8,500	7,848	68.93	
Edible sheep fat ¹	1.70	1.86	2.01	2.09	29,139	2,628	2,827	3,155	120.05	
Edible sheep offal.....	2.31	2.39	2.73	2.68	39,689	3,091	3,056	4,053	131.12	

¹ Unrendered ² Rendered

To obtain information on new trade literature mentioned in THE NATIONAL PROVISIONER, write:

Editor THE NATIONAL PROVISIONER:

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Week Ending March 6, 1937

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FINANCIAL NOTES

Consolidated net income of Beechnut Packing Co. for 1936 has been reported as \$2,709,039, or \$6.19 per common share, against \$2,273,757, or \$5.20 per share in 1935.

General Foods Corp. and subsidiaries' preliminary 1936 net income has been reported as \$14,240,957, equal to \$2.71 per common share. This compares with net of \$11,730,768, or \$2.23 a share in 1935. Net earnings for the final 1936 quarter ended with December totaled \$3,623,757 compared with \$2,960,331 in 1935.

Directors of National Leather Co. have recommended that the firm be liquidated under a plan which would distribute part of the only assets, A. C. Lawrence Leather Co. stock, to common stockholders as well as preferred stockholders, although the former no longer have any equity. Swift & Company and Libby, McNeill & Libby, holding over 99 per cent of the preferred stock, proposed the distribution to common stockholders of one share of capital stock in A. C. Lawrence Leather Co. for each ten shares of National Leather common. Preferred share owners would share remaining assets after distribution had been made to common stockholders.

PACKER AND FOOD STOCKS

Price ranges of listed stock, March 3, 1937, or nearest previous date:

	Sales.	High.	Low.	—Close.—
Weed Ended	Mar. 3.	—Mar. 3.—	Mar. 3.	Feb. 24.
Amal. Leather. 5,100	0%	0%	0%	0%
Do. pfd. 700	41%	41%	41%	43%
Amer. H. & L. 7,700	8	7%	7%	8
Do. Pfd. 500	41%	41%	41%	43%
Amer. Stores. 1,500	25%	25%	25%	26%
Armour Ill. 146,150	13%	12%	12%	13
Do. Pr. Pfd. 1,500	98%	98	98	97%
Do. Pfd. 200	103	103	103	104
Do. Del. Pfd. 400	110%	110%	110%	110
Beechnut Pack. 1,100	108%	108%	108%	108
Boback, H. C. 275	10%	10%	10%	10%
Do. Pfd. 80	50	50	50	51
Chick. Co. Oil. 1,700	19%	19	19%	19%
Childs Co. 26,500	15%	15	15%	13%
Cudahy Pack. 1,700	42%	42	42	41%
First Nat. Strs. 3,200	51%	51	51	50%
Gen. Foods. 6,500	43%	43%	43%	43%
Gobel Co. 20,500	6%	6%	6%	6%
Gr. A & P				
lat Pfd. 75	125%	125%	125%	128
Do. New. 250	112%	111	112%	113%
Hormel, G. A. 150	22%	22%	22%	22
Hygrade Food. 2,700	5%	5%	5%	5%
Kroger G. & B. 4,400	23%	22%	22%	23
Libby McNeill. 21,650	15%	14%	14%	14%
Micelberry Co. 3,500	4	3%	3%	4
M. & H. Pfd. 330	7	6%	6%	7%
Morrell & Co. 200	46	46	46	45
Nat. Leather. 20,350	1%	1%	1%	2
Nat. Tea. 2,300	10%	10%	10%	10%
Proc. & Gamb. 3,200	62%	62	62%	61%
Do. Pr. Pfd. ....	...	...	...	117%
Rath Pack. ....	...	...	...	33
Safeway Strs. 3,800	45%	44%	45	43%
Do. 5% Pfd. 190	101%	101%	101%	100%
Do. 6% Pfd. 240	111%	111	111	111
Do. 7% Pfd. 870	111%	111%	111%	111%
Stahl Meyer. 200	4%	4%	4%	4
Swift & Co. 10,950	27%	27%	27%	27%
Do. Intl. 2,650	31	30%	30%	30%
Truss Fork. ....	...	...	...	9
U. S. Leather. 3,500	8	7%	8	8%
Do. A. 7,200	16%	16%	16%	16%
Do. Pr. Pfd. 1,300	104	104	104	103
Wesson Oil. 8,100	51%	50%	51%	47
Do. Pfd. 200	84	84	84	81%
Wilson & Co. 54,200	12	11%	11%	11%
Do. Pfd. 1,100	91%	91	91%	88%

ARMOUR TO RETIRE BONDS

Retirement of \$27,813,000 in Armour and Company of Illinois 4½ per cent real estate first mortgage bonds on June 1, was ordered by the board of directors of Armour and Company at its meeting on February 26. Retirement of the realty bonds, due in 1939, will eliminate all outstanding funded debt. The board also ordered the liquidation of the Armour Fertilizer Works, a wholly owned subsidiary, and the folding in of its assets with those of the parent company.

"This is another step in the program directed toward simplifying the company's capital structure," said president R. H. Cabell in explaining the board's action. "Existing laws discourage involved corporate structure such as was necessary and desirable in the past. Recently we liquidated the North American Provision Co., a wholly owned subsidiary, and the J. K. Mosser Leather Corp., which was almost wholly owned. This work of consolidation is proceeding satisfactorily and ultimately we look forward to having our principal business activities centered in a single corporation with resultant savings in taxes and administrative costs."

Funds for retirement of the bonds were obtained in part from sale to Armour and Company of Delaware of packing plants located at St. Paul, Minn., Memphis, Tenn. and Tifton, Ga., and a branch house at Baltimore, Md. Additional cash required is to be raised through sale of notes maturing successively over a period of years. Bonds presented before the June 1 call will be accepted and interest paid to the date of presentation.

MINNESOTA MARGARINE TAXES

Prohibitive licenses and taxes would be imposed on manufacture and sale of margarine under a bill passed by the Minnesota house of representatives and sent to the senate. The tax on margarine would be 15 cents a pound. Manufacturers would pay a license tax of \$1,000; wholesalers, \$500, and retailers, \$250. Bakeries, confectioneries and boarding houses using margarine would have to pay a license fee of \$5. The bill would also prohibit mail-order evasion of the law—which is said to have been practiced in other states when consumers desired the table fat and saw no reason for paying high taxes on it.

LARD FOR CZECHOSLOVAKIA

Demand for American lard in Czechoslovakia would be excellent if prices were lower, according to U. S. Department of Commerce reports. Total quota for American lard during 1936 amounted to about 3,705,000 lbs. It has been semi-officially announced that Czechoslovakia will prolong reduced duty rates on lard up to April 9.

COTTON OIL TRADING

COTTONSEED OIL.—Valley crude was quoted Wednesday at 9.75 bid, 9.87½ asked; Southeast 9.87½ paid; Texas 9.75 bid, 9.87½ asked at common points; Dallas 9.87½ nominal.

Market transactions at New York:

Friday, February 26, 1937

	Sales.	High.	Low.	—Range—	Closing Bids.	Asked.
Mar.	5	1088	1085		1087	a trad
April					1090	a nom
May	24	1099	1093		1099	a trad
June					1100	a nom
July	58	1106	1098		1104	a trad
Aug.					1100	a nom
Sept.	38	1100	1093		1099	a 1100
Oct.	15	1092	1085		1090	a 1092

Saturday, February 27, 1937

Mar.	2	1095	1095	1095	a trad
April				1100	a nom
May	26	1107	1102	1105	a 1104
June				1105	a nom
July	35	1113	1109	1113	a 92tr
Aug.				1105	a nom
Sept.	4	1108	1105	1108	a trad
Oct.	5	1094	1093	1095	a 1100

Monday, March 1, 1937

Mar.	32	1097	1078	1075	a 1080
April				1070	a nom
May	40	1109	1089	1089	a 90tr
June				1090	a nom
July	67	1117	1094	1094	a 97tr
Aug.				1095	a nom
Sept.	13	1111	1092	1092	a trad
Oct.	4	1096	1092	1081	a 1082

Tuesday, March 2, 1937

Mar.	2	1085	1084	1084	a trad
April				1090	a nom
May	25	1094	1086	1091	a 1093
June				1095	a nom
July	66	1099	1091	1097	a 98tr
Aug.				1090	a nom
Sept.	25	1095	1087	1095	a trad
Oct.	2	1080	1076	1082	a 1086

Wednesday, March 3, 1937

Mar.	2	1089	1089	1095	a 1107
April				1100	a nom
May	37	1108	1093	1104	a trad
June				1105	a nom
July	75	1115	1108	1112	a trad
Aug.				1105	a nom
Sept.	50	1108	1104	1107	a trad
Oct.	1	1093	1093	1090	a 1096

Thursday, March 4, 1937

Mar.		1112	1105	1094	a
May		1107	1097	1102	a
July		1117	1104	1110	a
Sept.		1111	1101	1107	a
Oct.				1090	a

(See page 40 for later markets)

HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, March 3, 1937.—Refined cottonseed oil, 32s. Egyptian crude cottonseed oil was quoted on the market at 29s.

The National Provisioner

VEGETABLE OILS ★

WEEKLY MARKET REVIEW

THERE was a steadier undertone in the cottonseed oil futures market during the past week with a good volume of trade from day to day. Prices backed and filled. Offerings showed a tendency to enlarge on the bulges but selling pressure seemed to dry up on the set-backs and there was better speculative demand. Commission houses, however, were on both sides most of the time and local professional operations were mixed. In the main, there was a letup in the liquidation that has been so persistent and there was more tendency to look upon oil at current levels as in debatable ground.

Demand was not aggressive. This was due to a tendency to await developments in lard. The lard market was irregular and there was no particular change in conditions influencing it. Stocks continued to pile up and irregularity in grains had some influence at times.

Both lard and oil scored a sharp recovery at mid-week. This advance was mainly due to renewed uneasiness in Europe over the political outlook. While this did not change the technical position of the situation it did make for higher commodity markets abroad, especially in England. There was more tendency to watch European developments closely.

The oil market has recently experienced considerable long liquidation. This continued during the past week to some extent, but the volume has been growing smaller and smaller. As a result, the technical position was regarded as stronger. Some weeks ago there was considerable selling of oil against purchases of cotton. While the spreads between oil and cotton have been materially cut down, it is believed that a considerable number of spreads are still open.

Cash Oil Demand Slow

Cash oil demand throughout the week was reported very slow, especially in Eastern territory. Demand has been very quiet since the middle of January. February consumption is expected to run somewhere between 175,000 and 200,000 bbls., or about half that of January, and would compare with around 192,000 bbls. in February a year ago.

In the meantime, however, consumers have been eating into supplies on hand. There have been more inquiries from consumers this week, but at levels considerably below the present market. Cash handlers look upon this as a healthier situation and believe that consumers will soon have to come back into the market for supplies.

With a more two-sided market at the moment, there was a tendency in some

quarters to await developments in the cash trade. Lard stocks at Chicago during the last half of February increased more than the trade had anticipated. There is little prospect of any material shortage of edible fats between now and the time the new crop oil will be available unless the consuming demand should broaden beyond expectations.

COCOANUT OIL.—Buyers at New York are still unwilling to follow advances but show more interest. Sellers were a little more inclined to meet buyers' ideas. Oil was quoted at 8% to 9c, depending on seller and position.

CORN OIL.—The market was quiet at New York and more or less nominal around 10@10½c.

SOYA BEAN OIL.—Interest was mostly in forward supplies. Buyers were talking around 9½c but sellers at New York were holding for around 10c.

PALM OIL.—Demand was not large at New York and there were some reports that larger consumers are well covered for the balance of this year. Nigre for shipment was quoted at 5.85c and Sumatra, forward position, at 5½c.

PALM KERNEL OIL.—The market was quiet at New York with June forward quoted around 7½c.

OLIVE OIL FOOTS.—Trading was rather quiet and the market more or less nominal at New York at around 12c.

PEANUT OIL.—A little more interest was in evidence at New York and the market was quoted around 10½c.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., March 4, 1937.—Cotton oil futures were active and higher. Crude, firm, 9% @ 10c lb., f.o.b., mills, with offerings extremely light. Bleachable, steady to strong. With decreasing hog receipts and approaching end of crushing season, and worldwide edible and inedible fat supplies greatly reduced, the chances for good advances outweigh occasional temporary declines.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, March 4, 1937.—Forty-three per cent cottonseed cake and meal, basis Dallas, for interstate shipment, \$37.50. Prime cottonseed oil was quoted at Dallas at 9% @ 10c bid.

Refining Edible Oils

Up-to-date practices in refining edible oils and their manufacture into shortening and salad dressings have resulted in product of superior keeping quality, fine flavor, good color and desirable consistency.

This is due to improvement in neutralizing oils, resulting in more complete deodorization and better decolorizing and clarifying. Improved manufacturing equipment has been introduced and great strides have been made in packaging the product for maximum consumer acceptance.

These up-to-date methods, as well as some of the older practices still in use, are described in a series of articles which have appeared in THE NATIONAL PROVISIONER. Copies of these reprints are available at 50c. To secure them, send the following coupon with remittance:

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago, Ill.
Please send copy of reprint on oil refining and manufacture.
Name
Street
City State.....
(Enclosed find 50c in stamps.)

WHO BUYS MARGARINE?

Low income families (with only limited funds for purchase of any table fat) are shown to be the principal purchasers of margarine in the first returns of a survey among retail food dealers in Illinois, Indiana and Minnesota. The survey is being made by the National Association of Margarine Manufacturers. Only 33 per cent of the dealers answering made a special effort to push margarine; 28 per cent made no special effort and 39 per cent did so occasionally.

Ninety-seven per cent of the retailers answering said that families of low income bought margarine, further describing the purchasers as the laboring class. Farmers were named as customers for margarine by 34 per cent of the dealers. Only about 40 per cent of the questionnaires came from small towns or rural sections. Of these, all but a small percentage testify farmers are buyers of margarine.

All of the questionnaires returned so far have asserted that margarine is a repeat business with many families buying it regularly. Dealers were also asked if sale of margarine tends to restrict the sale of butter. Fifty-two per cent of the dealers replied in the negative; 18 per cent did not know, and 30 per cent thought butter sales might be affected "slightly or little."

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were stronger the latter part of week on moderate hog arrivals, eastern commission house buying covering, grain strength and better oil prices. Cash demand was moderate and packers continued to hedge on upturns. Top hogs sold at Chicago at \$10.40.

Cottonseed Oil

Cotton oil was moderately active and stronger, largely on buying and covering on strength in cotton. A better tone in lard was helpful. Profit taking on a scale up served to keep advances in check. Cash oil demand continued quiet. Crude, Southeast Valley, 9% @ 9% c; Texas, 9% c nominal.

Quotations on bleachable cottonseed oil at close of market on Friday were: Mar. \$11.05 @ 11.10; May, \$11.13; July, \$11.19; Sept., \$11.18; Oct., \$11.00 @ 11.05. Tone firm; sales 201 lots.

Tallow

Tallow, extra 8% c b, f.o.b.

Stearine

Stearine, 10% c lb. nominal.

Friday's Lard Markets

New York, March 5, 1937.—Prices are for export. Lard, prime Western \$12.70 @ 12.80; middle Western, \$12.60 @ 12.70; City 12% c; refined Continent, 13c; South American, 13% c; Brazil kegs, 13% c; compound, 13% c in carlots.

DROUGHT HIDES OFFERED

Bids, to be opened March 18, were requested early this week by the Federal Surplus Commodities Corp., 1901 D Street, N. W., Washington, D. C., on another offering of approximately 200,000 drought cattle hides, 3 kipskins and 9 calfskins, identified by catalogue No. 17 and divided into 29 separate lots. Points of storage and inspection dates are as follows: Armour and Company, Omaha, Neb., March 9; Kingan & Company, Indianapolis, Ind., March 9; Union Cold Storage Co., Erie, Pa., March 11.

Offerings consist mostly of fair-sized lots of light native cows, branded cows and a couple of cars of heavy native cows, including packer, small packer and Pacific Coast take-off. Seven small lots, running from 3 to 21 hides and skins of other descriptions, are also involved. This offering is thought to comprise about half the remaining holdings of the FSCC from drought slaughter during autumn of 1934.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, March 5, 1937—General provision market quiet and unchanged; poor demand for A. C. hams and lard.

Friday's prices were: Hams, American cut, 91s; hams, long cut, exhausted; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 79s; Wiltshires, unquoted; Cumberlands, 69s; Canadian Wiltshires, 69s; Canadian Cumberlands, 67s; spot lard, 63s 6d.

LIVERPOOL PROVISION STOCK

On hand March 1, 1937, estimated by Liverpool Trade Association:

	Mar. 1, 1937.	Feb. 1, 1937.	Mar. 1, 1936.
Bacon, lbs.	180,104	170,240	106,624
Ham, lbs.	204,192	285,264	1,054,928
Shoulders, lbs.	4,408	12,208	.....
Butter, cwt.	2,795	6,768	4,229
Cheese, cwt.	15,989	14,541	11,091
Lard, steam (U. S.) tons	36	45	10
Lard, steam (Canada) tons	21	20	.....
Lard, steam (Argentina) tons	17	13	.....
Lard, refined (U. S.) tons	541	499	826
Lard, refined (Canada) tons	37	71	46
Lard, refined (Can. & So. Amer.) tons	1	10	.....

* (Ton of 2,240 lbs., cwt., 112 lbs.)

LIVERPOOL PROVISION PRICES

Prices of first quality product at Liverpool for the week of February 17, 1937, with comparisons:

	Feb. 17, 1937.	Feb. 10, 1937.	Feb. 5, 1936.
American green bellies....	\$17.50	\$17.50	\$15.26
Danish Wiltshire sides....	18.79	18.79	20.94
Canadian green sides....	16.30	16.30	18.27
American short cut green hams	20.54	20.52	18.60
American refined lard....	14.28	14.61	12.88

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to March 5, 1937: To the United Kingdom, 97,337 quarters, to the Continent, 21,546. Last week to United Kingdom 150,720 quarters; to the Continent, 17,557.

MEAT AND LARD EXPORTS

Exports of pork, bacon and lard through port of New York during week ended March 5, 1937, totaled 179,315 pounds of lard and 200,000 pounds of bacon.

Watch Classified page for good men.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Mar. 5, 1937, with comparisons, are reported as follows:

PACKER HIDES.

	Week ended Mar. 5.	Prev. week.	Cor. week, 1936.
Spr. nat.	@ 16% n	@ 16% n	13% @ 13% n
stra.	@ 16% n	@ 16	@ 13
Hvy. nat.	@ 16% n	@ 16	@ 13
Hvy. Tex.	@ 16% n	@ 16	@ 13
stra.	@ 16% n	@ 16	@ 13
Hvy. butt brnd'd	@ 16% n	@ 16	@ 13
Hvy. Col.	@ 15% b	@ 15% b	@ 12% b
Ex-light Tex.	@ 14% b	@ 13% b	10% @ 10% b
stra.	@ 14% b	@ 13% b	@ 10% b
Brnd'd cows.	@ 14% n	@ 14% n	@ 11
Hvy. nat.	@ 14% n	@ 14% n	@ 10% n
stra.	@ 14% n	@ 14% n	@ 9
Lt. nat. cows.	@ 12% n	@ 12% n	@ 8
Brnd'd bulls.	@ 11% n	@ 11% n	@ 8
Calfskins	22% @ 25% n	22% @ 25% n	18% @ 20% n
Kips, nat.	@ 15% n	@ 15% n	12% @ 12% n
Kips, ov-wt.	@ 15% n	@ 15% n	11% @ 11% n
Kips, brnd'd	@ 14	@ 14	10 @ 10% n
Slunks, reg.	@ 1.27% n	@ 1.27% n	@ 1.10
Slunks, hris.	@ 55	@ 55	35 @ 40

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	@ 14% n	13% @ 14	9% @ 10
Branded	@ 13% n	13% @ 13% n	9 @ 9% n
Nat. bulls.	@ 10% n	@ 10% n	8 @ 8% n
Brnd'd bulls.	@ 9% n	@ 9% n	@ 7
Calfskins	@ 22% n	@ 21% n	17% @ 18% n
Kips	@ 15% n	@ 15% n	11 @ 11% n
Slunks, reg.	@ 1.05 @ 1.15n	@ 1.05 @ 1.15n	75 @ 90
Slunks, hris.	@ 50n	@ 50n	20 @ 25n

COUNTRY HIDES.

Hvy. steers.	@ 11% n	@ 11% n	8% @ 8% n
Hvy. cows.	@ 11% n	@ 11% n	8% @ 8% n
Bulls.	@ 12% n	@ 12% n	9 @ 9% n
Extremes	@ 13% n	@ 13% n	9% @ 9% n
Bulls.	@ 9% n	@ 9% n	6 @ 6% n
Calfskins	@ 15% n	@ 15% n	12 @ 12% n
Kips	@ 12% n	@ 12% n	9 @ 9% n
Light calf.	@ 1.10 @ 1.25n	@ 1.10 @ 1.25n	75 @ 80n
Deacons	@ 1.10 @ 1.25n	@ 1.10 @ 1.25n	75 @ 80n
Slunks, reg.	@ 80n	@ 80n	50 @ 70n
Slunks, hris.	@ 25n	@ 25n	10 @ 15n
Horsehides	@ 4.75 @ 5.75	@ 4.75 @ 5.75	3.25 @ 4.00

SHEEPSKINS.

Pkr. lambs.	2.40 @ 2.60	2.50 @ 2.60	2.55 @ 2.65
Sml. pkr.	1.90 @ 2.10	2.00 @ 2.10	2.00 @ 2.10
Pkr. shearings.	@ 1.50	@ 1.50	@ 1.10n
Dry pelts.	@ 22	@ 24	18% @ 19n

N. Y. HIDE FUTURE MARKETS

Saturday, Feb. 27, 1937—Close: Mar. 15.35 b; June 15.70 sale; Sept. 16.00 @ 16.03; Dec. 16.23 n; Mar. (1938) 16.46 n; sales 9 lots. Closing 2 @ 10 higher.

Monday, Mar. 1, 1937—Close: Mar. 15.47 n; June 15.81 sale; Sept. 16.14 sale; Dec. 16.40 b; Mar. (1938) 16.65 n; sales 56 lots. Closing 11 @ 19 higher.

Tuesday, Mar. 2, 1937—Close: Mar. 15.59 n; June 15.93 sale; Sept. 16.25 @ 16.28; Dec. 16.54 @ 16.57; Mar. (1938) 16.77 n; sales 121 lots. Closing 11 @ 14 higher.

Wednesday, Mar. 3, 1937—Close: Mar. 15.70 n; June 16.04 sale; Sept. 16.35 sale; Dec. 16.64 n; Mar. (1938) 16.84 n; sales 169 lots. Closing 7 @ 11 higher.

Thursday, Mar. 4, 1937—Close: Mar. 15.66 n; June 16.01 sale; Sept. 16.35 @ 16.38; Dec. 16.65 @ 16.70; Mar. (1938) 16.85 n; sales 205 lots. Closing 4 lower to 1 higher.

Friday, Mar. 5, 1937—Close: Mar. 15.79 n; June 16.15 @ 16.16 sales; Sept. 16.50 @ 16.51; Dec. 16.78 @ 16.83; Mar. (1938) 17.06 n; sales 86 lots. Closing 13 @ 15 higher.

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13 1/4 @ 13 1/4

@ 13
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@ 13
@ 12 1/2

10 1/4 @ 10 1/4
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@ 9
@ 8

18 1/4 @ 20 1/4
12 1/2 @ 13
11 1/2 @ 12
10 @ 10 1/4
@ 1.10
35 @ 40

orado steers

ACKERS.

9 1/2 @ 10
9 @ 9 1/4
@ 8
@ 7
17 1/4 @ 18 1/4
11 @ 11 1/4
75 @ 90
20 @ 25 1/2

8 1/4 @ 8 1/4
8 1/4 @ 8 1/2
8 1/4 @ 9
9 1/4 @ 9 1/2
@ 8 1/2
12 @ 12 1/4
9 @ 9 1/4
75 @ 90
50 @ 70
10 @ 15
3.25 @ 4.00

2.55 @ 2.65

2.00 @ 2.10
@ 1.10
18 1/4 @ 19 1/4

ARKETS

Close: Mar.
pt. 16.00 @
(938) 16.46
10 higher.

Close: Mar.
Sept. 16.14
(938) 16.65
19 higher.

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HIDES AND SKINS ★

WEEKLY MARKET REVIEW

Chicago

PACKER HIDES.—Packers obtained advances totalling a half-cent this week on light native cows and branded cows, and a similar advance is bid for extreme light native steers. Sales were made early on a good scale on winter native steers at steady price, running into early Feb., but packers later declined steady money for more natives, even of the less desirable Feb. take-off. Trading was confined almost entirely to these descriptions, with a total movement of about 110,000 hides.

The market is very strong as the week closes and packers not inclined to offer any more hides this week except Feb. native steers, and a half-cent advance is asked on these, helped along by the strong South American market. Bids at last trading prices were declined throughout the week for branded steers, with none offered. Further business on cows at the half-cent advance is now being declined.

At close of last week, 5,700 more Dec.-Jan. native steers sold at 16c, steady; 18,300 Jan. sold early this week at 16c, and later 10,500 Jan.-Feb. moved same basis, or total of 34,500 natives; an Iowa packer also sold 5,800 Dec.-Feb. at 16c. One packer moved 3,700 Feb.-Mar. extreme light native steers early at 14 1/4c, or 1/4c up; later 15c was bid and declined.

One packer sold 800 straight Feb. butt branded steers early at 16c, steady, but this figure declined for more. Bids at 15 1/4c declined all week for Colorados; not offered. Heavy Texas steers last sold at 16c, light Texas at 14 1/4c, and bids that basis declined. Extreme light Texas steers quotable at 1/2c up, or 14 1/4c bid.

Heavy native cows inactive, packers having only current kill, but readily salable at 14 1/2c, or 1/2c up. Two packers sold total of 16,000 Feb.-Mar. light native cows early at 14 1/4c, or 1/4c up; Association sold 2,000 Feb. same basis; later, other packers moved 23,000 mostly Feb. at 14 1/2c, or 1/2c advance; an Iowa packer also sold 5,000 at 14 1/4c early. Two packers sold 12,000 Feb. branded cows early at 14c, or 1/4c up; later, 10,000 Jan. cows sold at 14 1/4c, followed by 5,000 Feb. at 14 1/4c. Further business declined on all cows at last paid prices.

Bulls last sold at 12c for Dec.-Feb. natives and 11c for brands; stocks very light.

Another offering of 200,000 drought hides was announced for March 18th, thought to comprise about half of remaining unsold drought hides.

Some of the business in cows reported to have been for account of Exchange operators. Trading in hide futures on the Exchange first two months this

year totaled 4,339 lots, against 2,226 for same period last year, indicating the speculative interest recently.

OUTSIDE SMALL PACKER HIDES.—While sales of outside small packer natives were reported at opening of week at 13 1/4c, selected, f.o.b. shipping points east of here, and delivered Chicago for western stock, the market has strengthened and is quotable around 14c, brands 1/2c less; offerings light and held higher. Chicago take-off quotable around 14 1/4c nom.

PACIFIC COAST.—No news from Pacific Coast market since the sales of Jan. steers at 14c and cows 12 1/4c, flat, f.o.b. shipping points, couple weeks back. Offerings of Feb. hides expected shortly.

FOREIGN WET SALTED HIDES.—Further strength shown by South American market this week. At close of last week, 4,000 LaPlatas sold to Japan at 110 1/2 pesos, equal to about 17 1/2c, c.i.f. New York, as against 106 pesos or 16-15/16 @ 17c paid earlier. However, this sale apparently not representative, for 8,000 Argentine steers moved later at 107 pesos or 17 1/4c; 4,000 more followed, coming to the States, at 108 pesos, or about 17 1/2c; later 4,000 more steers brought 109 pesos or about 17 1/2c, some figuring 17.45.

COUNTRY HIDES.—The country market is firmer, but tanner buyers have been resisting advances rather strongly in this market, claiming that extremes of the quality coming at present are too close to packer light stock. Untrimmed all-weights usually quoted 11 1/4 @ 12c, selected, delivered, with trimmed 46/47 lb. stock quoted 1/2c higher. Heavy steers and cows are dull and nominal around 11 @ 11 1/4c, trimmed; very light demand, and buyers' ideas lower. Trimmed buff weights sold at 12 1/4c top, with untrimmed 1/2c less. Trimmed extremes have been in best demand and sold at 13 1/4c, selected; sellers endeavoring to get 14c but buyers resisting advance so far. Bulls around 9 @ 9 1/4c; glues, 8 1/2 @ 8 3/4c flat. All-weight branded hides 10 1/2 @ 10 3/4c.

CALFSKINS.—Higher prices undoubtedly obtainable for packer calfskins but packers slow to offer out their Feb. skins. Market well sold up to Feb. 1st, with last trading in Jan. calf at 24c for northern heavies, 22 1/2c for River point heavies, 25 1/2c for lights under 9 1/2 lb., and 18c for southern all-weights.

Chicago city calfskins advanced a cent this week when 22 1/4c was paid for 15,000 of the 8/10 lb. and market apparently cleaned up; one collector reports 22 1/2c bid for 10/15 lb., asking 23c. Outside cities, 8/15 lb., quoted around 22 @ 22 1/2c; mixed cities and countries 18 @ 19c; straight countries

15 1/2 @ 16c flat. Chicago city light calf and deacons \$1.60 @ 1.65 nom.

KIPSKINS.—Trading awaited here also to establish the higher prices probably obtainable for Feb. packer kips. Market well sold up to Feb. 1st, with last trading in Jan. northern natives at 16 1/2c, northern over-weights 15 1/4c, southern a cent less, and brands at 14c.

Chicago city kipskins sold at collector's asking price of 15 1/4c, or 1/4c up, for a car. Outside cities quoted 15 @ 15 1/4c; mixed cities and countries 14 @ 14 1/2c; straight countries 12 1/2 @ 13c flat.

Offerings awaited on packer Feb. regular slunks; \$1.27 1/2 last paid for Jan. but higher will be asked.

HORSEHIDES.—Offerings are more firmly held, and choice city renderers with full manes and tails quoted \$5.60 @ 5.75, selected, f.o.b. nearby good sections, some talking higher; ordinary trimmed renderers range \$5.15 @ 5.40, delivered Chicago; mixed city and country lots \$4.75 @ 5.00, Chicago, according to quality.

SHEEPSKINS.—Dry pelts easier and quoted 21 @ 22c per lb., delivered Chicago. Production of big packer shearlings still light but expected to increase within a few weeks if the mild weather continues; good interest and market kept fairly well sold up. One packer sold two cars this week at unchanged prices, No. 1's \$1.50, No. 2's \$1.20 and No. 3's 90c; holdings of other producers light and market quoted firm on this basis. Pickled skins usually quoted in a range of \$7.25 @ 7.50 per doz. packer lambs, with last confirmed sales at inside figure or a shade above and top asked. Packer lamb pelts are easy but trading on a good scale is awaited to define prices; buyers continue to talk lower for March pelts and appear uncertain about renewing early bids at \$3.00 per cwt. live lamb, reported paid late last week for late Feb. and early March stock; buyers also report purchases of smaller outside packer lots down to \$2.75 @ 2.80 per cwt. live lamb. Some killers have ideas around \$3.25 per cwt, but admit this price not obtainable. London wool sales late this week opened about unchanged and prices then improved about 5%; domestic wool trade slow. Outside small packer pelts around \$1.90 @ 2.10 each.

New York

PACKER HIDES.—Market firmer but no activity reported as yet. One packer still holding Jan. production, another Jan. native steers; all hold Feb. productions intact. Killers' ideas earlier were 16 1/2c for native and butt branded steers and 16c for Colorados but some talk higher at present.

CALFSKINS.—Further strength shown in calfskin market this week. Collectors sold about three cars, with 5-7's going at \$1.90, 7-9's at \$2.45 and 9-12's at \$3.15, or 5c higher than last previous sales. Packer 5-7's quoted around \$2.10 @ 2.15; car 7-9's sold at \$2.70 and car 9-12's at \$3.40, 5 @ 10c over last sales.

LIVE STOCK MARKETS ★

WEEKLY REVIEW

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, March 4, 1937, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded).	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. wt., 140-160 lbs.,					
Good-choice	\$ 9.10@10.05	\$ 9.25@ 9.90	\$ 8.75@ 9.50	\$ 9.00@ 9.75	\$ 8.75@ 9.75
Medium	8.25@ 9.65	8.50@ 9.65	8.25@ 9.25	8.35@ 9.50	8.00@ 9.50
Lt. wt., 160-180 lbs.,					
Good-choice	9.65@10.25	9.75@10.30	9.25@ 9.75	9.50@10.00	9.40@ 9.75
Medium	8.50@ 9.85	9.00@10.15	8.60@ 9.60	8.85@ 9.75	8.85@ 9.65
Lt. wt., 180-200 lbs.,					
Good-choice	9.85@10.40	10.20@10.40	9.60@ 9.85	9.75@10.15	9.65@ 9.80
Medium	9.20@10.10	9.50@10.20	9.15@ 9.75	9.25@ 9.90	9.15@ 9.70
Med. wt.,					
200-220 lbs., gd-ch.	10.10@10.40	10.25@10.40	9.75@ 9.95	9.90@10.20	9.70@ 9.85
220-250 lbs., gd-ch.	10.15@10.40	10.15@10.35	9.85@10.00	10.00@10.20	9.75@ 9.90
Hvy. wt.,					
250-280 lbs., gd-ch.	10.05@10.40	10.05@10.25	9.85@10.00	10.00@10.20	9.85@ 9.90
280-350 lbs., gd-ch.	10.10@10.35	9.90@10.10	9.85@10.00	9.90@10.15	9.60@ 9.90
PACKING SOWS:					
275-350 lbs., good.	9.75@10.00	9.60@ 9.80	9.25@ 9.35	9.40@ 9.60	9.30@ 9.35
350-425 lbs., good.	9.65@ 9.85	9.50@ 9.70	9.25@ 9.35	9.25@ 9.50	9.30@ 9.35
425-550 lbs., good.	9.35@ 9.75	9.40@ 9.60	9.25@ 9.35	9.10@ 9.40	9.25@ 9.35
275-550 lbs., medium.	7.00@9.85	8.00@ 9.50	8.75@ 9.25	8.50@ 9.40	8.50@ 9.30
SLAUGHTER PIGS, 100-140 lbs.:					
Good-choice	7.85@ 9.60	7.00@ 9.40	7.00@ 9.00	8.25@ 9.15	7.75@ 9.00
Medium	6.50@ 9.10	6.25@ 9.15	6.25@ 8.75	7.50@ 9.00	
Slaughter Cattle, Calves and Vealers:					
STEERS, 550-900 lbs.,					
Choice	12.50@13.75	10.75@12.00	11.50@13.00	10.75@12.50	10.65@12.85
Good	9.50@13.25	8.75@11.25	9.25@11.75	9.00@11.50	9.15@11.75
Medium	7.75@10.00	7.25@ 9.25	7.50@ 9.50	7.50@ 9.50	7.25@ 9.60
Common (plain)	6.00@ 8.25	6.00@ 7.50	6.75@ 7.75	6.00@ 7.75	5.40@ 7.50
STEERS, 900-1100 lbs.,					
Prime	14.25@15.00				
Choice	13.25@14.50	11.25@12.25	12.00@13.25	11.50@13.00	11.75@13.15
Good	10.00@13.25	9.25@11.50	9.50@12.00	9.50@12.00	9.60@12.00
Medium	8.25@10.50	7.50@ 9.50	7.50@ 9.50	7.75@ 9.50	7.50@ 9.85
Common (plain)	6.75@ 8.25	6.25@ 7.75	6.00@ 7.75	6.00@ 7.75	6.00@ 7.75
STEERS, 1100-1300 lbs.,					
Prime	14.50@15.25				
Choice	13.25@14.75	11.50@12.25	12.00@13.25	12.00@13.00	12.00@13.40
Good	10.50@13.25	9.50@11.50	9.50@12.25	9.50@12.00	9.85@12.00
Medium	8.25@10.50	7.75@ 9.75	7.50@ 9.50	7.75@ 9.75	7.75@10.00
STEERS, 1300-1500 lbs.,					
Prime	14.50@15.25				
Choice	13.25@14.75	11.50@12.25	11.75@13.25	11.75@13.00	11.75@13.40
Good	10.50@13.25	9.75@11.50	9.50@12.00	9.75@12.00	9.75@12.00
HEIFERS, 550-750 lbs.,					
Choice	11.00@12.00	9.50@10.50	10.00@11.25	9.75@10.75	9.75@10.85
Good	9.00@11.00	8.50@ 9.50	8.25@10.00	8.00@ 9.75	8.00@10.00
Common (plain), medium.	6.00@ 9.25	6.00@ 8.50	5.25@ 8.25	5.25@ 8.00	5.15@ 8.40
HEIFERS, 750-900 lbs.,					
Good-choice	8.50@12.50		8.25@11.25	8.00@10.75	8.15@11.00
Common (plain), medium.	6.00@ 9.25		5.25@ 8.50	5.25@ 8.00	5.25@ 8.40
COWS:					
Choice	7.50@ 8.50				
Good	6.50@ 7.50	6.00@ 6.75	6.00@ 7.25	6.25@ 7.00	6.25@ 7.15
Common (plain), medium.	5.25@ 6.50	4.75@ 6.00	4.50@ 6.00	4.75@ 6.25	4.85@ 6.25
Low cutter-cutter	3.75@ 5.25	3.25@ 4.75	3.25@ 4.50	3.25@ 4.75	3.40@ 4.85
BULLS (Yearlings excluded):					
Good (beef)	6.00@ 6.75	6.25@ 6.75	5.85@ 6.25	6.00@ 6.35	5.75@ 6.25
Cutter, com. (plain), med.	5.25@ 6.50	4.50@ 6.50	4.50@ 5.85	4.50@ 6.00	4.35@ 6.00
VEALERS:					
Good-choice	7.50@ 9.00	9.00@10.25	7.50@ 9.00	7.00@ 9.00	6.50@ 8.50
Medium	6.50@ 7.50	7.50@ 9.50	6.00@ 7.50	5.00@ 7.00	6.00@ 7.00
Cull-common (plain)	5.00@ 6.50	4.00@ 7.50	3.50@ 6.00	4.00@ 5.00	3.50@ 6.00
CALVES, 250-500 lbs.,					
Good-choice	6.00@ 8.00	6.25@ 9.00	6.00@ 8.50	6.00@ 8.75	6.00@ 8.50
Common (plain), medium.	4.50@ 6.00	4.75@ 6.25	3.50@ 6.00	4.00@ 6.25	4.00@ 6.00
Slaughter Lambs and Sheep:					
LAMBS:					
Choice	11.00@11.60	11.00@11.35	10.60@11.25	10.60@11.00	10.75@11.15
Good	10.40@11.10	10.50@11.10	10.00@10.60	10.00@10.60	10.25@10.75
Medium	9.50@10.50	9.50@10.50	9.50@10.00	8.75@10.00	9.25@10.50
Common (plain)	8.75@ 9.50	7.75@ 9.50	8.50@ 9.50	7.50@ 8.75	8.00@ 9.25
EWES:					
Choice	5.35@ 6.50	5.25@ 6.50	5.50@ 6.65	5.50@ 6.50	5.00@ 6.25
Common (plain), medium.	3.85@ 5.35	3.50@ 5.25	3.50@ 5.50	3.50@ 5.50	3.25@ 5.00

CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., March 4, 1937—At 22 concentration points and 9 packing plants in Iowa and Minnesota the week's hog receipts were somewhat heavier than last week and a year ago and undertone was only moderately active. Market generally was 5@10c higher than the preceding Saturday on all classes. Current prices, good and choice 200 to 290 lb. hogs by truck at plants and stations, \$9.80@9.95, first hand sales down to \$9.70. Most long haul plant deliveries, \$10.05; best rail unloads at plants, \$10.10 or slightly higher. Good and choice 290 to 350 lb. and 180 to 200 lb. hogs by truck, \$9.65@9.85; mixed grade 160 to 180 lb., \$8.65@9.50, comparable light lights, \$7.80@8.70. Most good sows by truck, \$9.20@9.40, best by rail, \$9.50.

Receipts week ended March 4, 1937.

	This week.	Last week.
Friday, Feb. 26.....	9,700	25,400
Saturday, Feb. 27.....	10,300	16,000
Monday, Mar. 1.....	39,100	25,400
Tuesday, Mar. 2.....	15,600	12,500
Wednesday, Mar. 3.....	20,500	23,100
Thursday, Mar. 4.....	24,000	14,300

CANADIAN LIVESTOCK PRICES

BUTCHER STEERS.

Up to 1,050 lbs.

Top Prices	Week ended Feb. 25.	Last week.	Same week 1936.
Toronto	\$ 7.50	\$ 7.50	\$ 8.50
Montreal	7.25	7.25	8.50
Winnipeg	7.00	7.00	8.25
Calgary	7.00	6.50	4.25
Edmonton	6.50	6.00	4.50
Prince Albert	5.50	4.75	4.00
Moose Jaw	5.50	5.50	4.50
Saskatoon	4.50	5.00	4.25

VEAL CALVES.

Toronto	\$ 9.25	\$10.50	\$10.50
Montreal	10.00	9.50	10.00
Winnipeg	8.00	8.00	8.50
Calgary	7.25	7.25	5.50
Edmonton	7.00	7.00	7.00
Prince Albert	3.50	5.00	3.50
Moose Jaw	6.50	6.50	7.00
Saskatoon	6.50	7.00	7.00

BACON HOGS.

Toronto	\$ 8.50	\$ 8.50	\$ 8.75
Montreal (1)	8.60	8.60	8.25
Winnipeg (1)	7.75	8.00	8.50
Calgary	7.85	7.75	8.00
Edmonton	7.70	7.60	7.85
Prince Albert	7.60	7.75	8.00
Moose Jaw	7.60	7.75	7.75
Saskatoon	7.60	7.75	8.00

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

GOOD LAMBS.

Toronto	\$ 9.75	\$ 9.75	\$ 8.75
Montreal	9.00	9.00	8.00
Winnipeg	8.50	8.50	7.75
Calgary	7.75	7.75	6.75
Edmonton	7.75	7.75	7.25
Prince Albert	7.25	7.50	6.25
Moose Jaw	7.25	7.50	6.50
Saskatoon	7.00	7.00	6.00

Watch "Wanted" page for bargains.

The National Provisioner

RECEIPTS AT CHIEF CENTERS

Week ended February 27, 1937:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Feb. 27.....	5,000	18,000	24,000
Previous week	3,000	20,000	18,000
1936	3,000	20,000	11,000
1935	5,000	18,000	26,000
1934	5,000	18,040	26,000
	2,000	13,000	16,000

At 11 markets:	Hogs.
Week ended Feb. 27.....	274,000
Previous week	314,000
1936	226,000
1935	231,000
1934	395,000
1933	384,000
1932	429,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Feb. 27.....	120,000	232,000	168,000
Previous week	113,000	264,000	156,000
1936	118,000	194,000	194,000
1935	125,000	200,000	239,000
1934	144,000	389,000	194,000
1933	111,000	334,000	230,000
1932	114,000	376,000	210,000

U. S. INSPECTED HOG KILL

At 8 points week ended Feb. 26, 1937:

	Week ended Feb. 26.	Prev. week.	Cor. week, 1936.
Chicago	92,097	103,632	60,983
Kansas City, Kansas.....	32,570	29,347	24,361
Omaha	23,567	25,164	36,013
St. Louis & East St. Louis	99,365	72,312	24,767
St. Joseph	15,939	15,045	25,347
St. Paul	12,414	10,283	9,217
St. Y., Newark and J. C.	26,591	36,118	25,425
N. Y., Newark and J. C.	40,755	40,285	35,984
Total	343,298	338,186	242,047

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics)

WESTERN DRESSED MEATS

	NEW YORK.	PHILA.	BOSTON.
Week ending Feb. 27, 1937.....	9,561	2,576	1,991
Week previous	9,058	2,347	2,003
Same week year ago.....	8,262	2,333	2,340
Week ending Feb. 27, 1937.....	1,914½	1,439	2,096
Week previous	1,436	1,590	2,640
Same week year ago.....	1,743	1,177	1,705
Week ending Feb. 27, 1937.....	329	342	24
Week previous	313	401	1
Same week year ago.....	162½	280	11
Week ending Feb. 27, 1937.....	15,409	2,319	1,110
Week previous	12,064	1,991	935
Same week year ago.....	14,289	1,602	771
Week ending Feb. 27, 1937.....	34,642	13,887	12,356
Week previous	38,576	15,972	11,410
Same week year ago.....	27,574	10,470	13,056
Week ending Feb. 27, 1937.....	2,139	479	839
Week previous	1,594	383	651
Same week year ago.....	2,659	1,772	979
Week ending Feb. 27, 1937.....	2,031,546	463,513	295,029
Week previous	1,906,690	516,377	268,043
Same week year ago.....	1,616,171	426,256	359,045
Week ending Feb. 27, 1937.....	349,349		
Week previous	297,452		
Same week year ago.....	407,610		

LOCAL SLAUGHTERS

Week ending Feb. 27, 1937.....	8,610	2,318
Week previous	8,852	2,071
Same week year ago.....	8,278	2,101
Week ending Feb. 27, 1937.....	12,795	3,094
Week previous	12,780	2,608
Same week year ago.....	13,883	2,427
Week ending Feb. 27, 1937.....	40,428	18,048
Week previous	45,558	16,287
Same week year ago.....	37,989	11,961
Week ending Feb. 27, 1937.....	56,539	4,087
Week previous	52,864	2,954
Same week year ago.....	62,113	4,033

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A. O. Bauman, Manager

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Hams . Light Bellies . Loins . Picnics . Dry Salt Meats . Lard
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Indianapolis, Indiana

Do you buy your Livestock
through Recognized Pur-
chasing Agents?

LIVESTOCK COST AND YIELD

Kinds of livestock slaughtered, cost and yield, with comparisons, Jan. 1937:

	Jan., 1937.	Dec., 1936.	Jan., 1936.
Average live cost per 100 lbs.:			
Cattle	\$ 7.13	\$ 6.42	\$ 6.47
Calves	8.07	6.78	7.84
Hogs	10.15	9.83	9.96
Sheep and lambs.....	9.50	8.19	9.55
Average yield, per cent:			
Cattle	52.70	51.83	52.43
Calves	50.38	55.48	54.95
Hogs	74.76	74.05	75.98
Sheep and lambs.....	46.08	46.05	46.25
Average live weight, lbs.:			
Cattle	916.31	916.21	918.70
Calves	106.25	207.90	199.94
Hogs	217.80	215.38	229.14
Sheep and lambs.....	89.02	88.15	90.28
Sources of supply, per cent:			
Cattle—			
Stockyards	79.50	78.11	85.04
Other	20.50	21.89	14.96
Calves—			
Stockyards	71.28	71.37	77.57
Other	28.72	28.63	22.43
Hogs—			
Stockyards	51.09	49.02	55.52
Other	48.91	50.98	44.48
Sheep and lambs—			
Stockyards	66.38	66.38	75.31
Other	33.62	33.62	24.69
Classification, per cent:			
Cattle—			
Steers	42.14	38.96	39.22
Bulls and stags.....	3.72	2.82	4.00
Cows and heifers..	54.14	58.22	56.78
Hogs—			
Sows	47.98	47.87	44.60
Barrows	51.47	51.08	54.92
Stags and boars.....	0.55	0.45	0.48
Sheep and lambs—			
Sheep	7.58	8.01	11.64
Lambs and yearlings	92.42	91.99	88.36

CANADIAN PORK AND BEEF

(Continued from page 16)

or levy shall be imposed; that in any international conference the English government will safeguard Canadian interests; that at any such conference there will be no arrangement for a reduction of Canadian imports below those of recent levels; and that if it should be necessary to increase Canadian cattle and beef shipments provision will be made, if required, for reduction of shipments of chilled beef from foreign countries.

Canadian concessions to Great Britain cover about 150 articles in the tariff schedule, affecting a trade on the 1936 basis of roundly one-fifth that by which Canadian exporters will seemingly benefit by concessions on the part of the British government under the new agreement.

CANADIAN EXPORTS TO U. S.

	Jan., 1937.	Jan., 1936.
Cattle, No.	26,408	9,059
Calves, No.	1,848	824
Hogs, No.	10,878	2,501
Sheep, No.	81	63
Beef, lbs.	43,800	242,800
Bacon, lbs.	237,800	71,500
Pork, lbs.	1,580,900	535,800
Mutton & lamb, lbs.		4,900
Canned meat, lbs.	45	6
Lard, lbs.		800
Lard compound, lbs.		

FEBRUARY HOG MARKETS

Approximately 180,000 more hogs were received at the eleven principal markets in February than in the same month a year ago. Receipts for the month totaled 1,196,000 head. This was 122,000 more than the February 1935 receipts, but with these two exceptions the smallest for February in more than 25 years. For the two months of 1937 hog receipts totaled 2,732,000 head against 2,570,000 a year ago and 2,547,000 two years ago. These receipts compare with 8,119,000 for the first two months in 1924, highest of record for the period, and with receipts ranging from 4 to 7½ million in the interim years.

At Chicago, average price of hogs for the month was \$10.10 and the top \$10.50. This average of \$10.10 compares with \$10.25 in January, \$9.95 in December, \$10.40 in February, 1936, and \$8.55 in the same month of 1935. Average weight of hogs marketed at Chicago in February was 237 lbs., against 235 lbs. in January, 239 in December, 235 lbs. in February a year ago, 228 lbs. two years ago and 223 lbs. in February, 1934.

MEAT SUPPLIES COST MORE

Packers paid 32.8 per cent more for livestock at Chicago during February than in the same month a year ago. Total amount paid was \$22,888,000, which was \$5,656,000 more than a year ago. Increased valuation was due both to the larger number of animals handled and higher prices per cwt.

Cattle were valued at \$11,853,000, a gain of \$2,711,000 or 29.6 per cent, with receipts of cattle and calves for the month, at 170,275 head, up 5.9 per cent. Hogs were valued at \$9,096,000, an increase of \$2,639,000 or 39.3 per cent over a year ago. Receipts, at 378,570, were up 113,906 head or 43.0 per cent compared with February last year. Sheep and lambs cost \$1,939,000 or \$306,000 more than a year ago, an increase of 18.7 per cent, with the supply at 202,361 head, up 5.3 per cent.

U. S. MEATS TO CANADA

	Jan., 1937, lbs.	Jan., 1936, lbs.
Beef	1,953	1,019
Bacon and ham.....	797	916
Pork	47,560	43,005
Mutton and lamb.....	616	546
Canned meats	5,969	3,330
Lard		28
Lard compound	1,323	

CANADIAN INSPECTED KILL

	Jan., 1937.	Jan., 1936.
Cattle	71,473	69,810
Calves	28,576	27,060
Hogs	351,385	275,775
Sheep	47,823	48,434

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended February 27, 1937.

CATTLE.

	Week ended Feb. 27.	Prev. week.	Cor. week, 1936.
Chicago	26,882	27,336	27,967
Kansas City	19,522	18,213	18,254
Omaha	16,589	16,224	16,579
East St. Louis.....	15,088	14,740	12,458
St. Joseph	5,400	5,373	5,014
Sioux City	6,745	7,054	9,480
Wichita	3,439	3,550	3,710
Fort Worth	6,221	6,048	6,501
Philadelphia	2,318	2,071	2,101
Indianapolis	2,535	2,227	2,019
New York & Jersey City.	8,610	8,852	8,278
Oklahoma City	6,354	6,298	5,525
Cincinnati	3,520	3,066	2,904
Denver	4,071	4,073	4,701
St. Paul	9,634	9,394	10,672
Milwaukee	2,740	3,738	2,918
Total	140,358	138,281	133,164
*Cattle and calves.			

HOGS.

	Week ended Feb. 27.	Prev. week.	Cor. week, 1936.
Chicago	92,097	103,632	60,993
Kansas City	32,570	29,347	24,861
Omaha	23,567	25,579	36,013
East St. Louis.....	96,365	72,312	24,767
St. Joseph	12,414	10,283	9,217
Sioux City	15,989	15,045	23,347
Wichita	5,980	4,962	5,353
Fort Worth	9,584	9,210	9,565
Philadelphia	18,048	16,287	11,861
Indianapolis	12,156	11,520	5,963
New York & Jersey City.	40,755	46,285	35,934
Oklahoma City	5,545	5,723	5,434
Cincinnati	14,096	13,780	9,836
Denver	9,440	8,547	4,998
St. Paul	26,591	36,118	25,425
Milwaukee	8,313	10,406	8,229
Total	425,486	418,945	301,897

SHEEP.

	Week ended Feb. 27.	Prev. week.	Cor. week, 1936.
Chicago	45,037	41,484	43,815
Kansas City	28,168	23,001	19,972
Omaha	20,417	22,123	20,290
East St. Louis.....	4,224	4,414	6,292
St. Joseph	23,217	16,900	24,325
Sioux City	8,889	6,258	24,067
Wichita	3,824	1,168	5,130
Fort Worth	8,356	9,795	5,643
Philadelphia	4,087	2,954	4,033
Indianapolis	2,250	2,423	2,777
New York & Jersey City.	56,589	52,864	62,113
Oklahoma City	707	938	1,008
Cincinnati	918	818	902
Denver	8,366	6,617	6,270
St. Paul	18,514	12,368	15,429
Milwaukee	1,498	1,251	1,222
Total	230,111	205,376	243,236

NEW YORK LIVE STOCK

Receipts week of February 27, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	8,659	5,689	5,076	20,606
Central Union	2,311	1,006		9,193
New York	130	3,856	16,419	19,482
Total	6,100	10,551	22,095	49,291
Last week	6,000	11,012	25,018	31,087
Two weeks ago.....	5,936	9,777	20,313	49,873

PACIFIC COAST LIVESTOCK

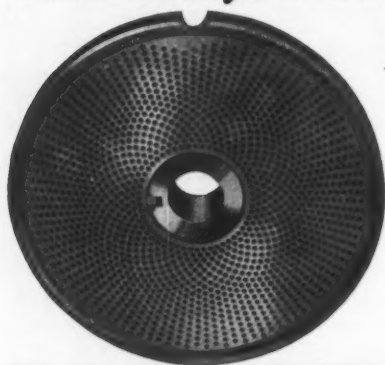
Receipts during the five days ended February 26, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles.....	5,524	627	963	134
San Francisco.....	1,545	40	1,475	2,835
Portland		280	4,400	2,250
DIRECTS—Los Angeles: Cattle, 60 cars; hogs, 95 cars; sheep, 53 cars. San Francisco: Cattle, 80 head; calves, 50 head; hogs, 2,125 head; sheep, 2,000 head.				

CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 24,013 cattle, 6,583 calves, 32,670 hogs and 28,360 sheep.

Guaranteed for 10 Years—The Famous C-D TRIUMPH
Everlasting Plate



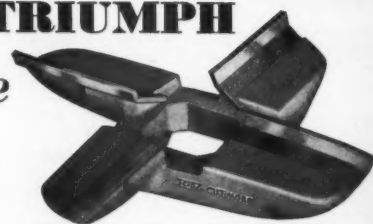
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SAMPLES ON REQUEST

A. C. LEGG PACKING CO.

BIRMINGHAM ALABAMA

Up and Down the



MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, March 6, 1897.)

Post-mortem inspections by government officials for the fiscal year ended June 30, 1896, totaled 18,883,275. This included 13,289,680 quarters and pieces of beef, 328,589 hog carcasses, 151,959 sacks of pork, 3,516,896 sheep and lamb carcasses and 183,685 calves.

Swift & Company installed a patent conveyor in its Kansas City plant for conveying meats, boxes, etc., to do the work formerly done by trucking and elevators. It consisted of a small car operated by cable and trolley, running from smokehouses and coolers to shipping and packing departments.

Wheeling Beef and Provision Co., Wheeling, W. Va., was incorporated by William and Charles Rohig, B. Gartner, Christian Kalbitzer and W. P. Meyer.

United Veal and Mutton Co., New York, was incorporated with Abraham Loeb, Hardy Rodman, Bernard Heilbrunn and Heineman Heilbrunn as directors.

Eastern Cold Storage Co. was organized in Boston to operate a cold storage and freezing business, with Walter L. Hill, John P. Squire & Co., president; Francis Batchelder, treasurer; Clarence Ryder, J. Gross & Co., secretary.

Nelson Morris & Co. awarded contract for erection of a cold storage warehouse in Chicago.

George Strauss was elected vice-president of United Dressed Beef Co., New York, succeeding the late Adolph Edelmuth.

Meat Packing 25 Years Ago

(From The National Provisioner, March 9, 1912.)

During the first two months of 1912 cattle receipts at the principal markets of the country were about 100,000 head less than a year earlier, hogs 1,300,000 head more and sheep and lambs about 400,000 head greater.

New York City Board of Health made an addition to its sanitary code requiring a permit for operation of sausage manufacturing or provision business in the city.

M. Zimmermann Company, Philadelphia, dedicated a new sausage and provision plant, both New York and Philadelphia packers participating in the formal opening.

Arthur M. Matthes, Inc., Wilmington, Del., was chartered to engage in meat packing. Incorporators were A. M. Matthes, E. E. Matthes, and D. J. Rinehart; capital stock \$100,000.

John Hoffman's Sons Co., Cincinnati, increased capital stock from \$100,000 to \$150,000, increase to be used for plant improvements.

Arkansas Packing Co., Pine Bluff, Ark., was organized to build and operate a packing and cold storage plant to cost \$100,000.

Jos. Stern & Sons, New York, completed plans for a nine-story abattoir.

Fabrica de Manteca, Nuevo Laredo, Mexico, was established as a lard and lard compound plant, with a capacity of 40,000 lbs. per day.

Crocker Bros., Webb City, Mo., purchased land for erection of a packing plant at Joplin, Mo.

Chicago News of Today

Mutual Packing and Provision Co., Chicago, has been incorporated by Stanford Clinton, Katherine Kelly and Loretta Sass.

President Jay C. Hormel, Geo. A. Hormel & Co., Austin, Minn., was a visitor in Chicago during the week.

The Wilson & Co. Chicago plant basketball team reached the semi-finals in Chicago Evening American's industrial competition.

C. Elsen, E. Kahn's Sons Co., Cincinnati, O., was a visitor in Chicago during the week.

A. Donald Lazerus of Clarence Robert Lazerus, Inc., packinghouse products brokers, left this week for a vacation at Miami Beach, Fla.

Frank Quinn, Kingan & Co., Indianapolis, Ind., was in Chicago this week.

John Jones and E. J. Garrity, Geo. A. Hormel & Co., Austin, Minn., were visitors in Chicago during the week.

Capt. R. H. Cabell, jr., general manager of Armour interests in Europe, with headquarters in London, is visiting in Chicago.

President Erwin O. Freund of Visking Corporation has returned with Mrs. Freund from a West Indies cruise.

Howard W. Vance, well known hide broker, is now associated with Sutro Brothers & Co., 134 So. LaSalle St., specializing in the handling of hide future contracts.

CHIP OFF THE OLD BLOCK

President R. H. Cabell of Armour and Company confers with his son, Capt. R. H. Cabell, jr., head of Armour's European business, who is making a visit to Chicago.

H. D. Tefft, director of the department of packinghouse practice and research, Institute of American Meat Packers, returned last week from an extensive trip through the Western, Southwestern and Northwestern states.

Cudahy Packing Co. has divided its advertising and public relations activities into two departments. J. M. O'Rourke, who has been head of both activities for many years, will continue in charge of public relations, while M. F. O'Shea will have charge of the new advertising and sales promotion department. Both departments are under the supervision of vice president D. J. Donohue.

Fuhrman & Forster Company, Chicago packers, recently elected the following officers and directors to serve for another year: George Forster, president; Herbert Krueger, vice president; Arthur Forster, treasurer; Lawrence Forster, secretary; directors, Arthur Forster, Herbert Krueger and Dena M. Fuhrman. Reports that the company has been acquired by other interests are entirely without foundation.

Walter H. Kay, well-known Chicago meat retailer and former chairman of the board of the National Association of Retail Meat Dealers, has been made president of a company which will publish the "Associated Food Dealer," a publication for retail meat dealers and combination grocery and meat markets. The managing editor is W. M. Treadwell, former advertising director of the National Association of Retail Grocers.

President Wm. Whitfield Woods of the Institute of American Meat Packers was guest speaker at the recent meeting of Sweagles, a young men's organiza-





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Utica, N. Y.

Manufacturers of



HAMS
BACON
FRANKFURTS

LARD
DAISIES
SAUSAGES

QUALITY Pork Products That SATISFY

Vogt's

Liberty
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Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

Wilmington Provision Company

TOWER BRAND MEATS

Slaughterers of Cattle, Hogs,
Lambs and Calves

U. S. GOVERNMENT INSPECTION

WILMINGTON DELAWARE

C. A. BURNETTE CO.

CHICAGO, ILL.

—Commission Slaughterers—

Hogs—Cattle—Calves

{ We Specialize in Straight
Carloads of Dressed Hogs }

U. S. GOVT. INSPECTION

THE CUDAHY PACKING CO.

Importers and Exporters of

Selected Sausage Casings

221 North La Salle Street Chicago, U. S. A.

GEO. H. JACKLE

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Offerings Wanted of:

Tankage, Blood, Bones, Cracklings, Hoofs

405 Lexington Ave.

New York City

tion of Wilson & Co., Chicago. Mr. Woods explained the operations of the Institute and its relation to the industry, stating that over 300 packing companies now have membership. Executive representatives of Wilson & Co. among the guests of the evening were C. L. Cameron, S. C. Frazee, L. M. Tolman, W. C. Buethe, E. L. Yank, C. R. Hood, W. S. Nicholson, C. H. Romeiser and Gerald Thorne.

Countrywide News Notes

Cuff Packing & Provision Co., Inc., Buffalo, N. Y., plans to rebuild part of plant recently destroyed by fire.

General By-Products, Inc., Des Moines, Ia., will erect a modern plant for manufacture of tankage, bone meal, meat scrap and similar products at Algona, Ia., this spring. Unit will be known as the Algona Rendering Co.

A fire at the J. T. MacMillan Co. plant, St. Paul, Minn., was brought under control after causing about \$10,000 damage.

First shipment of lard and casings for export has been made from the new Cudahy Packing Co. plant at Albany, Ga. The shipment moved via Jacksonville, Fla., to Liverpool and Hamburg.

Employees' credit union at the John Morrell & Co. plant, Ottumwa, Ia., had 1,185 members at the close of 1936, compared with 987 in 1935. The union loaned \$94,398 during 1936, of which \$73,100 was repaid during the year. Shareholders and depositors received dividends of 5 and 3 per cent respectively.

Jack Shribman, Eastern representative of S. Oppenheimer & Co., is enjoying his annual vacation at Miami and Palm Beach, fishing and cruising with a party of friends.

Clement P. Eckrich, vice president,

Peter Eckrich & Sons, Kalamazoo, Mich., has been enjoying a well-earned vacation in Florida following the strenuous work of completing plans for the new \$200,000 plant of the company and getting construction work under way.

Arthur T. Danahy, president, Danahy Packing Co., Buffalo, N. Y., is spending his winter vacation in Florida.

August Schmidt, Toledo, O., meat packer, died at St. Vincent's hospital, Toledo, on February 18 after a brief



August Schmidt

illness of pneumonia. He was 60 years of age and had been ill only a few days. He began in the retail meat business in Toledo 40 years ago. In 1930, with his son, Emil A. Schmidt, he organized the Schmidt Provision Co., and developed a successful meat packing business, with himself as president and Emil Schmidt as vice president and general manager. He was born in Baden, Germany, and came to the United States at the age of 10. He was a member of many civic organizations and a respected leader in Toledo business circles. His son continues active direction of the company.

Dr. George W. Pope, chief, field inspection division, U. S. Bureau of Animal Industry, retired on February 28. Dr. Pope is well-known among veterinarians, livestock organizations and importers because of his various activities in the Bureau since its early development. In 1895 he was one of the first inspectors assigned to inspection of export livestock at Boston, when thousands of slaughter cattle were being shipped to Europe. In 1899 he was appointed superintendent of the animal quarantine station for the port of New

York. In 1908 he was assigned to San Diego, Calif., to assist with tick-eradication work along the Mexican border. In 1910 he was transferred to Washington as assistant chief of the quarantine division. Following the retirement in 1922 of Dr. Hickman, Dr. Pope served as acting chief until it was made a part of the field inspection division, and in 1928 he became its chief. In that capacity he has directed the Federal veterinary quarantine service which excludes various foreign livestock diseases.

A. F. Craddock, associated with the meat industry in the East for a number of years, died recently at Newark, N. J. He had been connected with Morris & Co., Armour and Company and served as New Jersey manager for the Cudahy Packing Co. He managed his own meat business at Bloomfield, N. J., until his retirement.

At the sixth biennial exhibition of the Toronto chapter, Ontario Association of Architects, with the Royal Architectural Institute of Canada, the gold medals of both organizations were awarded to the new Edmonton plant of Canada Packers, Ltd. R. J. McLaren of Chicago, packinghouse engineer and architect, developed the plans.

New York News Notes

Dr. David Klein, Wilson & Co. laboratories, Chicago, was a visitor to New York last week.

C. F. Jaeger, acting district manager, and W. C. Haase, beef, lamb and veal, Eastern division, Swift & Company, New York, are spending some time in Chicago.

John J. Felin & Co., Philadelphia, have leased a store and basement of 15,000 square feet at 405 West 13th St., New York City, for branch house purposes.



WILSON PLANT FOREMEN TALK OVER THEIR DAILY PROBLEMS

Besides their regular plant conferences, Wilson & Co. plant foremen at Chicago get together once a year for a dinner at the Union League Club. Here are 100 of them at a recent gathering, at which 30 of the foremen participated in practical discussion of operating problems, in addition to honoring retiring superintendent Harry Smith.

PRODUCE MARKETS

BUTTER.

	Chicago.	New York.
Creamery (92 score).....	@33%	@34%
Creamery (90-91 score)...	@31%	@34%
Creamery flats (88-89 score).....	@31% @33	@32%

EGGS.

Extra flats	22 @22%	
Firsts, fresh	21% @22	@23%
Standards		24% @24%

LIVE POULTRY.

Fowls	10 @19	15 @21
Broilers	14 @24	
Fryers	22% @25	14 @20
Capons	17 @24	20 @25
Turkeys	15 @21	17 @24
Ducks	12 @20	12 @15
Geese	11 @14	11 @14

DRESSED POULTRY.

Chickens, 31-42, frozen.....	@19%	20% @21
Chickens, 43-54, frozen.....	@21%	21% @22%
Chickens, 55 & up, frozen.....	@22%	23% @24%
Fowls, 31-47, fresh.....	@18%	17 @19%
48-59, fresh.....	@20%	21% @22
60 and up, fresh.....	@21%	22 @22%
Turkeys, frozen.....	@23	21% @25
Ducks, frozen.....	@18	@17
Geese, frozen.....	@18	

BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended February 25, 1937:

	Feb. 19.	Feb. 20.	Feb. 22.	Feb. 23.	Feb. 24.	Feb. 25.
Chicago	33 1/2	33 1/2	Holiday	33 1/2	33 1/2	33 1/2
N. Y.	34 1/2	34 1/2	"	34 1/2	34 1/2	34
Boston	35	35	"	34 1/2	34 1/2	34 1/2
Phila.	35	34 1/2	"	34 1/2	34 1/2	34 1/2
San Fran.....	35	35	"	35	35	35

Wholesale prices carlots—fresh & centralized—90 score at Chicago:

33 1/2	33 1/2	Holiday	33 1/2	33 1/2
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Receipts of butter by cities (tons):

	This week.	Last week.	Last year.	Since Jan. 1—1937.	1936.
Chicago	24,055	28,558	40,623	332,463	391,555
N. Y.	37,154	37,047	57,297	428,392	490,776
Boston	14,349	19,100	17,253	163,418	178,826
Phila.	14,597	15,064	21,964	146,997	168,120

Total

Cold storage movement (lbs.):

	In Feb. 25.	Out Feb. 25.	On hand Feb. 26.	Same week day last year.
Chicago	25,905	98,771	3,863,537	1,595,019
New York	84,406	200,898	4,589,113	2,278,098
Boston	29,687	7,647	396,721	822,572
Phila.	7,560	30,721	441,264	139,954

Total

NEWS OF THE RETAILERS

R. K. Johnson purchased Daly's meat market, Bakersfield, Cal., from J. F. Daly.

Lawrence Food Stores, 611 Central Avenue, East Orange, N. J., which opened recently, features three-day week-end specials and provides free parking space for customers.

Adolph Stern recently opened meat market at 246 Cross Island Boulevard, L. I. New York.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on March 4, 1937:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS, 300-500 lbs.:				
Choice	\$16.00@17.50			
Good	13.00@16.00			
Medium	11.50@13.00		\$12.50@13.50	
Common (plain)	10.50@11.50		11.00@12.50	
STEERS, 500-600 lbs.:				
Prime	18.00@19.00			
Choice	16.00@17.50		17.50@19.00	
Good	13.00@16.00		14.00@16.50	
Medium	11.50@13.00		12.50@14.00	
Common (plain)	10.00@11.50		11.50@12.50	
STEERS, 600-700 lbs.:				
Prime	17.50@18.50		19.00@20.00	
Choice	16.00@17.50		17.00@18.50	\$17.00@18.50
Good	13.00@16.00		14.00@16.50	15.00@16.50
Medium	11.00@13.50	\$13.50@15.50	12.50@14.00	13.00@15.00
STEERS, 700 lbs. up:				
Prime	17.50@18.50	18.50@20.00	18.50@19.50	
Choice	16.00@17.50	17.50@18.50	17.00@18.00	17.00@18.50
Good	13.00@16.00	15.50@17.50	14.00@16.50	15.00@16.50
COWS:				
Good	11.00@12.00	11.50@12.50	12.50@13.00	12.00@12.00
Medium	10.00@11.00	10.50@11.50	11.00@12.50	11.00@12.00
Common (plain)	9.00@10.00	10.00@10.50	10.00@11.00	10.00@11.00
Fresh Veal:				
VEAL:				
Choice	13.50@14.50	14.00@16.00	14.50@16.50	14.00@15.00
Good	12.50@13.50	12.50@14.00	13.00@14.50	12.00@14.00
Medium	11.50@12.50	11.00@12.50	11.00@13.00	11.00@12.00
Common (plain)	10.00@11.50	9.50@11.50	10.00@11.00	10.00@11.00
Fresh Lamb and Mutton:				
LAMBS, 38 lbs. down:				
Choice	17.00@18.00	18.00@18.50	18.50@19.50	19.00@20.00
Good	16.00@17.00	17.00@18.00	18.00@18.50	18.00@19.00
Medium	15.00@16.00	16.00@17.00	17.00@18.00	17.00@18.00
Common (plain)	13.00@15.00		16.00@17.00	
LAMBS, 39-45 lbs.:				
Choice	16.50@17.00	17.50@18.00	18.00@18.50	19.00@19.50
Good	15.50@16.50	16.50@17.50	17.00@18.00	18.00@19.00
Medium	14.50@15.50	16.00@16.50	16.50@17.00	17.00@18.00
LAMBS, 46-55 lbs.:				
Choice	15.00@16.00	16.00@17.00	17.00@18.00	17.50@18.50
Good	14.00@15.00	15.50@16.00	16.50@17.00	17.00@18.00
MUTTON, Ewe, 70 lbs. down:				
Good	10.00@11.00	11.00@12.00	11.00@12.50	
Medium	8.00@10.00	9.00@11.00	9.00@11.00	
Common (plain)	7.00@8.00	8.00@9.00	8.00@9.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.....	18.50@20.00	19.00@20.00	18.50@19.50	19.00@20.00
10-12 lbs. av.....	17.50@19.00	18.00@19.50	18.00@19.50	18.00@19.50
12-15 lbs. av.....	16.50@18.00	17.00@18.50	17.00@18.50	17.50@18.50
16-22 lbs. av.....	16.00@17.00		16.00@18.50	
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.....	14.50@15.50		15.50@16.50	16.00@17.00
PICNICS:				
6-8 lbs. av.....		15.00@15.50		
BUTTS, Boston Style:				
4-8 lbs. av.....	17.50@19.00		18.00@19.00	18.50@19.50
SPARE RIBS:				
Half Sheets	12.00@13.50			
TRIMMINGS:				
Regular	11.25@11.75			

*Includes heifers, 450 lbs. down, at Chicago.

*Includes "skin on" at New York and Chicago.



Harry Manaster & Bro.

INCORPORATED

WHOLESALE MEATS

1018-32 West 37th Street

Chicago, U. S. A.

Choicest
Sausage Material
and
Selected
Beef Cuts

THIS is the BLISS BOX

Used by Packers for shipping their Fresh and Smoked Meats, Pork Loins, Dressed Poultry, Lard, Butterine, Soap Powder and other products—

BECAUSE—They require 11% to 20% less material—Their reinforced corners make them the strongest Fibre Containers—Their construction often permits use of lighter weights of board—Freight costs are lower on account of their light weight.

They are easy and quick to assemble on BLISS stitching equipment.

Let us tell you more about the advantages of shipping your products in BLISS BOXES.

Bliss, Latham and Boston Wire Stitching Machines for all Types of Fibre Containers.

DEXTER FOLDER COMPANY

28 West 23rd Street

New York

SALES OFFICES

CHICAGO, 117 W. Harrison Street
BOSTON, 185 Summer Street
CINCINNATI, 3441 St. Johns Place
PHILADELPHIA, 5th and Chestnut Streets
SAN FRANCISCO, LOS ANGELES,
SEATTLE, Harry W. Brintnall Co.

NEWS OF THE RETAILERS

Clifford Bjelland opened meat market at 2804 E. 42nd st., Minneapolis, Minn.
Pat McGinn bought East Side Meat Market, North Bend, Neb.

Peter Gering will open meat market at 1804 W. Vliet st., Milwaukee, Wis.

Frank Nepil sold interest in Nepil & Panosh meat market, Algoma, Wis. to Albert W. Panosh.

Albert Erickson and O. M. Peterson are equipping new meat market at Erickson grocery, Mason City, Ia.

Sanders & Co. have engaged in meat business at 2432 N.E. Broadway, Portland, Ore.

E. L. Davis sold the Independent

Meat Market, Burns, Ore., to Charles Schroeder.

AMONG NEW YORK RETAILERS

Annual dinner dance of Ye Olde New York Branch was held at Hotel Roosevelt on February 28, with about a thousand in attendance. Practically every branch of the industry was represented.

The merry-making reached its height when announcement was made that Charles Schuck, treasurer of the branch for many years, was celebrating a birthday. The committee: chairman, Lester Kirschbaum; vice-chairman, Arthur Kleeblatt; co-chairman, Alvin Freirich, assisted by president Leo Kaiser and

secretary Joseph Eschelbacher.

Eastern District Branch elected the following officers on February 23: President, Albert Sieders; first vice president, Simon Levy; second vice president, Henry Schroeder; recording secretary, William Havighorst; treasurer, Theodore C. Meyer; financial secretary, John Budzynski; executive secretary, Fred C. Riester, sergeant-at-arms, Andrew Schaeffer.

Annual banquet and ball of the Bronx Branch will be held on the roof of the Hotel Astor on Sunday, March 14. The committee in charge is H. Mandel, chairman, David Deerson, Fred Hirsch, J. Nydick, Frank Fiedlein, O. Ebler and T. Isaac.

Our famous

174

B.C. SALAMI

AND A COMPLETE LINE OF DRY AND SEMI-DRY SAUSAGE IS AVAILABLE

Please write for samples and price quotations

T. McMILLAN CO., ST. PAUL, MINN. DEPT. "W"

BEFORE YOU BUY

Investigate What These Packers Offer



**BEEF • PORK • VEAL • LAMB
CANNED FOODS
HAMS • BACON • LARD • SAUSAGE**

We specialize in carlot beef sales

JOHN MORRELL & CO.

General Offices: OTTUMWA, IOWA

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Krey's

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Shippers of Straight and Mixed Cars
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HAMS and BACON**

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Murphy & Decker, Boston, Mass. H. D. Amins (Washington, D.C.)
M. Weinstein Co., Philadelphia, Pa. (Baltimore, Md.)

KINGAN'S RELIABLE

HAMS • BACON • LARD • SAUSAGE
CANNED MEATS • OLEOMARGARINE
CHEESE • BUTTER • EGGS • POULTRY

*A full line of Fresh Pork • Beef • Veal
Mutton and Cured Pork Cuts*

Hides • Digester Tankage

KINGAN & CO.

PORK AND BEEF PACKERS

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Established 1845

THE E. KAHN'S SONS CO.
CINCINNATI, O.

**"AMERICAN BEAUTY"
HAMS AND BACON**

Straight and Mixed Cars of Beef,
Veal, Lamb and Provisions

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NEW YORK PHILADELPHIA WASHINGTON BOSTON
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NATURE AND
HUMAN SKILL
combine to give
Superb Quality
in these imported
canned Hams.

Try a Case Today

AMPOL,

380 Second Ave., New York, N. Y.

PROFIT *by Purchasing*

Straight and Mixed Cars of Fresh and Cured

from

PORK PRODUCTS

UNION STOCK YARDS

THE P. BRENNAN COMPANY

CHICAGO, ILLINOIS

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef		Week ended March 3, 1937.	Cor. week, 1930.
Prime native steers—			
400-600	21½ @ 22	17½ @ 18½	
600-800	20 @ 21	17½ @ 18½	
800-1000	19½ @ 20½	17½ @ 18½	
Good native steers—			
400-600	18 @ 18½	15 @ 16	
600-800	18 @ 18½	15 @ 16	
800-1000	18 @ 18½	15 @ 16	
Medium steers—			
400-600	15 @ 16	12 @ 13	
600-800	16 @ 16½	12½ @ 13½	
800-1000	16½ @ 17	13 @ 14	
Heifers, good, 400-600	16 @ 17	13 @ 13½	
Cows, 600-800	10 @ 11	9½ @ 10½	
Head quarters, choice	28	24	
Fore quarters, choice	16	14	

Beef Cuts

Steer loins, prime	@ 40	unquoted
Steer loins, No. 1	@ 38	@ 35
Steer loins, No. 2	@ 30	@ 29
Steer short loins, prime	@ 30	unquoted
Steer short loins, No. 1	@ 31	@ 29
Steer short loins, No. 2	@ 37	@ 34
Steer loin ends (hips)	@ 25	@ 21
Steer loin ends, No. 2	@ 23	@ 18
Cow loins	@ 19	@ 16
Cow short loins	@ 15	@ 12
Cow loin ends (hips)	@ 15	@ 14
Steer ribs, prime	@ 28	unquoted
Steer ribs, No. 1	@ 22	@ 25
Steer ribs, No. 2	@ 20	@ 19
Cow ribs, No. 2	@ 15	@ 13
Cow ribs, No. 1	@ 11	@ 10 1/2
Steer rounds, prime	@ 18	unquoted
Steer rounds, No. 1	@ 16	@ 13
Steer rounds, No. 2	@ 15 1/2	@ 11 1/2
Steer chucks, prime	@ 13 1/2	@ 12
Steer chucks, No. 1	@ 14	@ 10 1/2
Steer chucks, No. 2	@ 13	@ 11 1/2
Cow rounds	@ 12 1/2	@ 11
Cow chucks	@ 11	@ 15
Steer plates	@ 11	@ 9 1/2
Briskets, No. 1	@ 11	@ 8 1/2
Steer navel ends	@ 8 1/2	@ 7
Cow navel ends	@ 7 1/2	@ 45
Fore shanks	@ 9	@ 35
Hind shanks	@ 6	@ 7
Strip loins, No. 1, bbls.	@ 60	@ 45
Strip loins, No. 2	@ 35	@ 35
Sirloin butts, No. 1	@ 29	@ 22
Sirloin butts, No. 2	@ 22	@ 17
Beef tenderloins, No. 1	@ 75	@ 65
Beef tenderloins, No. 2	@ 55	@ 45
Rump butts	@ 12	@ 14 1/2
Flank steaks	@ 22	@ 19
Shoulder clods	@ 12 1/2	@ 13 1/2
Hanging tenderloins	@ 16	@ 12
Insides, green, 6@8 lbs.	@ 13 1/2	@ 14 1/2
Outsides, green, 5@6 lbs.	@ 12 1/2	@ 13
Kauckies, green, 5@6 lbs.	@ 14	@ 13 1/2

Beef Products

Brains (per lb.)	@ 8	8 @ 9
Hearts	@ 10	@ 9
Tongues	@ 18	@ 18
Sweetbreads	@ 19	@ 20
Oil, tall, per lb.	@ 10	@ 11
Fresh tripe, plain	@ 9	@ 9
Fresh tripe, H. C.	@ 11 1/2	@ 11 1/2
Livers	@ 18	@ 20
Kidneys, per lb.	@ 10	@ 10

Veal

Choice carcass	14 @ 15	14 @ 15
Good carcass	12 @ 13	12 @ 13
Good saddles	17 @ 19	15 @ 17
Good racks	12 @ 13	12 @ 14
Medium racks	@ 9	@ 10

Veal Products

Brains, each	@ 11 1/2	@ 12
Sweetbreads	@ 38	@ 40
Calf livers	@ 50	@ 40

Lamb

Choice lambs	@ 18	@ 16
Medium lambs	@ 16	@ 15
Choice saddles	@ 21	@ 18
Medium saddles	@ 19	@ 16
Choice fores	@ 25	@ 14
Medium fores	@ 13	@ 13
Lamb fries, per lb.	@ 30	@ 25
Lamb tongues, per lb.	@ 15	@ 15
Lamb kidneys, per lb.	@ 20	@ 20

Mutton

Heavy sheep	@ 7 1/2	@ 6
Light sheep	@ 10	@ 9
Heavy saddles	@ 9	@ 9
Light saddles	@ 12	@ 11
Heavy fores	@ 5	@ 6
Light fores	@ 9	@ 9
Mutton legs	@ 13	@ 13
Mutton loins	@ 8	@ 8
Mutton stew	@ 5	@ 7
Sheep tongues, per lb.	@ 12 1/2	@ 12 1/2
Sheep heads, each	@ 10	@ 11

Fresh Pork, etc.

Pork loins, 8@10 lbs. av.	@ 20	@ 19 1/2
Picnic shoulders	@ 14	@ 15
Skinned shoulders	@ 15	@ 15 1/2
Tenderloins	@ 32	33 @ 35
Spare ribs	@ 12 1/2	@ 14
Back fat	@ 13	@ 11
Boston butts	@ 18	@ 19
Boneless butts, cellar	@ 25	@ 24
trim, 2@4	@ 11	@ 11
Hocks	@ 12	@ 11
Tails	@ 4 1/2	@ 5
Slip bones	@ 13	@ 13
Blade bones	@ 12	@ 12 1/2
Pigs' feet	@ 5	@ 5
Kidneys, per lb.	@ 8	@ 10
Livers	@ 8 1/2	10 @ 12
Brains	@ 6	@ 8
Ears	@ 7	@ 9
Snouts	@ 8	@ 9
Heads	@ 5 1/2	@ 5 1/2
Chitterlings		

DRY SALT MEATS

Clear bellies, 14@16 lbs.	@ 16 1/2
Clear bellies, 18@20 lbs.	@ 16 1/2
Rib bellies, 25@30 lbs.	@ 16 1/2
Fat backs, 10@12 lbs.	@ 11 1/2
Fat backs, 14@16 lbs.	@ 13 1/2
Regular plates	@ 12
Jowl butts	@ 10 1/2

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs. parchment	23 1/2 @ 24 1/2
Fancy s.d. hams, 14@16 lbs. parchment	25 @ 26
Standard reg. hams, 14@16 lbs., plain	22 1/2 @ 23 1/2
Picnics, 4@8 lbs., short shank, plain	17 1/2 @ 18 1/2
Picnics, 4@8 lbs., long shank, plain	16 1/2 @ 17 1/2
Fancy bacon, 6@8 lbs., parchment paper	27 1/2 @ 28 1/2
Standard bacon, 6@8 lbs., plain	24 1/2 @ 25 1/2
No. 1 beef ham sets, smoked	
Insides, 8@12 lbs.	29 @ 30
Outsides, 5@9 lbs.	26 @ 27
Kauckies, 5@9 lbs.	26 @ 27
Cooked hams, choice, skin on, fattened	@ 37
Cooked hams, choice, skinless, fattened	@ 38 1/2
Cooked picnics, skin on, fattened	@ 26 1/2
Cooked picnics, skinned, fattened	@ 27

BARRELED PORK AND BEEF

Mess pork, regular	@ 30.50
Family back pork, 24 to 34 pieces	@ 29.00
Family back pork, 35 to 45 pieces	@ 30.00
Family back pork, 40 to 50 pieces	@ 29.00
Clear plate pork, 25 to 35 pieces	@ 24.00
Bean pork	@ 27.00
Brisket pork	@ 30.00
Plate beef	@ 20.50
Extra plate beef, 200-lb. bbls.	@ 21.00

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$21.00
Lamb tongue, short cut, 200-lb. bbl.	\$1.50
Regular tripe, 200-lb. bbl.	\$1.50
Honeycomb tripe, 200-lb. bbl.	\$3.50
Pocket honeycomb tripe, 200-lb. bbl.	\$2.00

LARD

Prime steam, cash, Bd. Trade	@ 12.45n
Prime steam, loose, Bd. Trade	@ 11.87 1/2n
Refined lard, tierces, f.o.b. Chgo.	@ .13 1/2
Kettle rend, tierces, f.o.b. Chgo.	@ .13 1/2
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ .13 1/2
Neutral, in tierces, f.o.b. Chicago	@ .13 1/2
Compound, veg., tierces, c.a.f.	@ .13 1/2

OIL OIL AND STEARINE

Extra oleo oil	12 1/2 @ 12 1/2
Prime No. 2 oleo oil	12 1/2 @ 12 1/2
Prime oleo stearine, edible	10 1/2 @ 10 1/2

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.	@ 9 1/2
Valley points, prompt	@ 12 1/2
White deodorized, in bbls., f.o.b. Chgo.	@ 12 1/2
Yellow, deodorized	@ 12 1/2
Soap stock, 50% f.f.a., f.o.b. mills	2 1/2 @ 3
Soya bean oil, f.o.b. mills	9 1/2 @ 9 1/2
Corn oil, in tanks, f.o.b. mills	9 1/2 @ 10
Cocunut oil, sellers' tanks, f.o.b. const.	8 1/2 @ 8 1/2
Refined in bbls., f.o.b. Chicago	15 nom.

OLEOMARGARINE

(F. O. B. CHICAGO.)	
White domestic vegetable margarine	@ 16 1/2
White animal fat margarine, in 1 lb. cartons, rolls or prints	@ 16 1/2
Nut, 1-lb. cartons	@ 15
Puff paste (water churned)	@ 15
(milk churned)	@ 10 1/2

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 26 1/2
Country style sausage, fresh in link	@ 23 1/2
Country style sausage, fresh in bulk	@ 20 1/2
Country style sausage, smoked	@ 25 1/2
Frankfurters, in sheep casings	@ 23 1/2
Frankfurters, in hog casings	@ 21 1/2
Bologna in beef bungs, choice	@ 17 1/2
Bologna in beef middles, choice	@ 18 1/2
Liver sausage in beef rounds	@ 15 1/2
Liver sausage in hog bungs	@ 18
Smoked liver sausage in hog bungs	@ 19
Head cheese	@ 17 1/2
New England luncheon specialty	@ 23
Minced luncheon specialty, choice	@ 19
Tongue sausage	@ 28
Blood sausage	@ 17
Souse	@ 18 1/2
Polish sausage	@ 22 1/2

DRY SAUSAGE

Cervelat, choice, in hog bungs	@ 40
Thuringer cervelat	@ 21
Farmer	@ 27
Holsteiner	@ 25
B. C. Salami, choice	@ 35
Milano salami, choice in hog bungs	@ 37
B. C. Salami, new condition	@ 21
Frissae, choice, in hog middles	@ 35
Genoa style salami, choice	@ 35
Pepperoni	@ 32
Mortadella, new condition	@ 19 1/2
Capicola	@ 48
Italian style hams	@ 37
Virginia hams	@ 43

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—	
Small tins, 2 to crate	\$5.75
Frankfurt style sausage, in sheep casings—	
Small tins, 2 to crate	\$7.50
Smoked link sausage, in hog casings—	
Small tins, 2 to crate	\$6.75

SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	11 @ 11 1/2
Special lean pork trimmings	@ 16 1/2
Extra lean pork trimmings	@ 17 1/2
Pork cheek meat	10 @ 10 1/2
Pork hearts	7 @ 7 1/2
Pork livers	@ 7 1/2
Native boneless bull meat (heavy)	@ 12
Shank meat	@ 9 1/2
Boneless chucks	@ 10 1/2
Beef trimmings	@ 9 1/2
Beef cheeks (trimmed)	@ 9 1/2
Dressed canners, 350 lbs. and up	@ 8
Dressed cutter cows, 400 lbs. and up	@ 9
Dr. bologna bulls, 600 lbs. and up	9 1/2 @ 9 1/2
Pork tongues, canner trim, S. P.	13 @ 13 1/2

CURING MATERIALS

Nitrite of soda (Chgo. w'hae stock):	Cwt.
In 425-lb. bbls., delivered	\$9.00
Salt, less than ton lots:	
Small crystals	6.40
Medium crystals	7.40
Large crystals	8.15
Dbl. refd. gran. nitrate of soda	8.50
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:	
Granulated	\$ 6.80
Medium, undried	9.80
Medium, dried	9.80
Rock	6.60
Sugar—	
Raw, 96 basis, f.o.b. New Orleans	@ 3.55
Second sugar, 90 basis	None
Standard gran., f.o.b. refiners (2%)	@ 4.80
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.20
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.20
Dextrose, in car lots, per cwt.	@ 4.01

(Continued on page 55)

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2437 SOUTH LA SALLE STREET

CHICAGO, ILL.

BEFORE YOU BUY

Investigate What These Packers Offer

Hunter Packing Company

East St. Louis, Illinois

*Straight and Mixed Cars
of Beef and Provisions*



NEW YORK OFFICE
410 W. 14th Street

REPRESENTATIVES:
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F.C. Rogers, Inc., Philadelphia

Rath's

from the Land O'Corn

BLACK HAWK HAMS AND BACON

PORK - BEEF - VEAL - LAMB

Straight and Mixed Cars of Packing House Products

THE RATH PACKING CO.

WATERLOO, IOWA



Philadelphia Scrapple a Specialty

John J. Felin & Co., Inc.

4142-60 Germantown Ave., Philadelphia, Pa.

New York Branch: 407-409 West 13th Street

Hams
Bacon
Lard
Delicatessen

HORMEL

GOOD FOOD

Main Office and Packing Plant
Austin, Minnesota

Selected Meat Products

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POLAND

Send for price list

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New York, N. Y.

Paradise Brand HAMS • BACON • LARD

THE THEURER-NORTON PROVISION COMPANY

... Packers . CLEVELAND, OHIO

Dold

NIAGARA BRAND

HAMS & BACON

SHIPPERS OF STRAIGHT AND MIXED CARS OF

BEEF-PORK-SAUSAGE-PROVISIONS

BUFFALO-OMAHA-WICHITA

Chicago Markets

(Continued from page 53)

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime	17	18 1/2
Black Pepper, Fancy	17 1/2	18 1/2
Chili Powder, Fancy	22 1/2	23 1/2
Cloves, Amboyna	24	28
Madagascar	20	23
Zanzibar	19 1/2	22 1/2
Glazer, Jamaica	17	17 1/2
African	17	18 1/2
Mace, Fancy Banda	68	73
East India	63	68
B. I. & W. I. Blend	62	67
Mustard Flour, Fancy	15	15
No. 1	15	15
Nutmeg, Fancy Banda	25	25
East India	20 1/2	20 1/2
B. I. & W. I. Blend	19	19
Paprika, Extra Fancy	26	26
Fancy	25	25
Hungarian	24 1/2	24 1/2
Poplar Sweet Red Pepper	26 1/2	26 1/2
Pimento (220-lb. bbls.)	28 1/2	28 1/2
Pepper, Cayenne	23	23
Red Pepper, No. 1	11	12 1/2
Pepper, Black Aleppo	7 1/2	8 1/2
Black Lampong	11 1/2	13
Black Tellicherry	12 1/2	14
White Java Muntok	12	13 1/2
White Singapore	12	13 1/2
White Peppers	13	13

SEEDS AND HERBS

	Whole.	Ground for Sausage.
Caraway Seed	10	12
Celery Seed, French	24	28
Comino Seed	10 1/2	13
Coriander Morocco Bleached	8	8 1/2
Coriander Morocco Natural No. 1	9	11
Mustard Seed, Cal. Yellow	8	10
American	20	24
Marjoram, French	14	16 1/2
Oregano	9	10 1/2
Sage, Dalmatian Fancy	8 1/2	10
Dalmatian No. 1, Fancy	8 1/2	10

SAUSAGE CASINGS

(P. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack	@.16
Domestic rounds, 140 pack	@.29
Export rounds, wide	@.38
Export rounds, medium	@.24
Export rounds, narrow	@.35
No. 1 weasands	@.03 1/2
No. 2 weasands	@.16
No. 1 bungs	@.09
No. 2 bungs	@.30
Middles, select, wide, 2 1/2 in.	@.45
Middles, select, extra wide, 2 1/2 in. and over	@.80
Dried bladders:	
12-15 in. wide, flat	.75
10-12 in. wide, flat	.60
8-10 in. wide, flat	.50
6-8 in. wide, flat	.25
Hog casings:	
Narrow, per 100 yds.	2.45
Narrow, special, per 100 yds.	2.85
Medium, regular	2.15
Wide, per 100 yds.	1.40
Extra wide, per 100 yds.	1.10
Export bungs	.28
Large prime bungs	.19
Medium prime bungs	.14
Small prime bungs	.09 1/2
Middles, per set.	.18
Stomachs	.08

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good	\$11.25
Steers, medium	10.50@10.75
Cows, good	@ 6.50
Cows, medium	5.50@ 6.25
Cows, low cutter and cutter	4.00@ 5.25
Bulls, sausage	@ 7.00

LIVE CALVES

Vealers, good to choice	\$10.50@12.00
Vealers, common and medium	8.50@10.00
Calves, choice	8.50@ 9.00
Calves, common and medium	5.50@ 8.00

LIVE LAMBS

Lambs, good to choice	\$11.75
Lambs, common and medium	8.00@ 8.50
Lambs, culls	@ 7.00

LIVE HOGS

Hogs, good to choice, 160-210-lb.	\$10.40
-----------------------------------	---------

DRESSED BEEF

City Dressed.

Choice, native, heavy	19 1/2 @ 21 1/2
Choice, native, light	19 @ 21
Native, common to fair	17 @ 18 1/2

Western Dressed Beef.

Native steers, 600@800 lbs.	19 @ 20
Native choice yearlings, 440@600 lbs.	19 1/2 @ 21
Good to choice heifers	17 @ 18
Good to choice cows	14 @ 15
Common to fair cows	12 @ 13
Fresh bologna bulls	11 @ 12

BEEF CUTS

	Western	City
No. 1 ribs	23 @ 25	24 @ 26
No. 2 ribs	21 @ 22	22 @ 23
No. 3 ribs	18 @ 20	20 @ 21
No. 1 loins	33 @ 36	32 @ 33
No. 2 loins	26 @ 30	25 @ 31
No. 3 loins	22 @ 25	22 @ 26
No. 1 hinds and ribs	22 @ 24	22 @ 26
No. 2 hinds and ribs	18 @ 21	18 @ 21
No. 1 rounds	@ 16	@ 16
No. 2 rounds	@ 15	@ 15
No. 3 rounds	@ 14	@ 14
No. 1 chucks	@ 16	@ 17
No. 2 chucks	@ 15	@ 16
No. 3 chucks	@ 14	@ 15
Bolognas	11 1/2 @ 12 1/2	
Rolls, reg. 6@8 lbs. av.	23 @ 25	
Rolls, reg. 4@6 lbs. av.	18 @ 20	
Tenderloins, 4@6 lbs. av.	50 @ 60	
Tenderloins, 5@6 lbs. av.	50 @ 60	
Shoulder clods	12 @ 14	

DRESSED VEAL

Good	14 1/2 @ 15 1/2
Medium	13 1/2 @ 14 1/2
Common	12 @ 13 1/2

DRESSED SHEEP AND LAMBS

Lambs, prime to choice	18 @ 19
Lambs, good	17 @ 18
Lambs, medium	16 @ 17
Sheep, good	9 @ 11
Sheep, medium	7 @ 9

DRESSED HOGS

Hogs, good and choice (90-140 lbs.)	\$15.25@15.50
-------------------------------------	---------------

FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.	@ 20
Pork tenderloins, fresh	@ 34
Pork tenderloins, frozen	@ 32
Shoulders, Western, 10@12 lbs. av.	@ 17
Butts, boneless, Western	@ 20
Hams, Western, fresh, 10@12 lbs. av.	@ 22
Picnic hams, West. fresh, 6@8 lbs. av.	@ 17
Pork trimmings, extra lean	18 @ 19
Pork trimmings, regular 50% lean	@ 15
Spareribs	@ 15

SMOKED MEATS

Regular hams, 8@10 lbs. av.	24 1/2 @ 25 1/2
Regular hams, 10@12 lbs. av.	24 1/2 @ 25 1/2
Regular hams, 12@14 lbs. av.	24 1/2 @ 25 1/2
Skinned hams, 10@12 lbs. av.	24 1/2 @ 27 1/2
Skinned hams, 12@14 lbs. av.	26 1/2 @ 27 1/2
Skinned hams, 16@18 lbs. av.	26 1/2 @ 27 1/2
Skinned hams, 18@20 lbs. av.	26 1/2 @ 27 1/2
Picnics, 4@6 lbs. av.	18 @ 19
Picnics, 6@8 lbs. av.	18 @ 19
City pickled bellies, 8@12 lbs. av.	22 @ 24
Bacon, boneless, Western	27 @ 28
Bacon, boneless, city	27 @ 28
Rollettes, 8@10 lbs. av.	21 @ 22
Beef tongue, light	21 @ 22
Beef tongue, heavy	23 @ 24

FANCY MEATS

Fresh steer tongues, untrimmed	16c a pound
Fresh steer tongues, l. c. trimmed	28c a pound
Sweetbreads, beef	35c a pound
Sweetbreads, veal	70c a pair
Beef kidneys	12c a pound
Mutton kidneys	4c each
Livers, beef	29c a pound
Oxtails	18c a pound
Beef hanging tenders	25c a pound
Lamb fries	12c a pair

BUTCHERS' FAT

Shop fat	@ 4.00 per cwt.
Breast fat	@ 4.75 per cwt.
Edible suet	@ 6.50 per cwt.
Inedible suet	@ 5.25 per cwt.

GREEN CALFSKINS

	5-9 3/4-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Veals	23	2.40	2.55	2.60
Prime No. 2 Veals	22	2.20	2.35	2.40
Buttermilk No. 1	20	2.10	2.25	2.30
Buttermilk No. 2	19	1.95	2.10	2.15
Branded Gruby	11	1.15	1.30	1.35
Number 3	11	1.15	1.30	1.35

BONES AND HOOF

	Per ton.
Round shins, heavy	\$75.00
Flat shins, heavy	65.00
Flat shins, light	60.00
Thighs, blades and buttocks	55.00
White hoofs	50.00
Black and striped hoofs	40.00

COOPERAGE

(Prices at Chicago.)

Ash pork barrels, black hoops	\$1.35 @ 1.37 1/2
Ash pork barrels, galv. hoops	1.42 1/2 @ 1.45
Oak pork barrels, black hoops	1.25 @ 1.27 1/2
Oak pork barrels, galv. hoops	1.32 1/2 @ 1.35
White oak ham tierces	2.17 1/2 @ 2.20
Red oak lard tierces	1.92 1/2 @ 1.95
White oak lard tierces	2.02 1/2 @ 2.05

Susie Sausage says:-



You can't improve on Nature.
I'm much more tender
and sweet in a natural
casing!

S. OPPENHEIMER & Co., Inc.

610 Root Street
Chicago

105 Hudson Street
New York

Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Packinghouse Manager

Wanted, packinghouse manager on profit sharing basis. Must be well acquainted with eastern trade and produce sales at a profit. W-670, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Salesman

Wanted, salesman on sausage and smoked meats for Detroit, Michigan. Established trade. W-675, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Salesmen for Side-Line

Large, nationally known manufacturer desires services of salesmen calling on sausage binder and casing users to sell sausage binder flours as a side line. Write fully giving experience and references. W-677, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Packinghouse Executive

Unusual opportunity for experienced packinghouse man capable of taking entire charge of plant; one who is in position to invest \$25,000 to \$50,000 in the business. Company now developing expansion program outlet through chain of markets. Excellent opportunity for profit. Full and complete details available. References treated confidentially.

W-679

THE NATIONAL PROVISIONER
300 Madison Ave., New York City

Position Wanted

Curing Foreman

Products that will produce results. Can handle properly all details and cures and eliminate troubles. Best references. Available immediately. Prefer South. W-667, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

General Packinghouse Supt.

Expert pork man, killing, cutting edible and inedible tanks, S.P. and D.S., beef curing, smokehouse, sausage and boiled hams. Beef killing, wholesale cooler. Go any place; eastern connection preferred. W-662, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Capable of making full line of sausage products, loaves and specialties that command better prices, also inexpensive items with appeal. Can operate economically, figure costs, handle all details. Married, age 40. References. W-668, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Position Wanted

Sausagemaker

Sausagemaker experienced in manufacture of all types of sausage and specialties. Excellent curing and smoking hams and bacon. Products uniform and at minimum cost. Go anywhere. Married. References. W-678, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sales Promoter

Sausage and meat specialty sales promoter, services available April 1; 15 years' coast to coast experience in this field. New successful packaging and selling ideas, practical sausage and meat specialty man, successful record. References and bond. Own car; you pay for what I know and do. Go anywhere. W-671, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment for Sale

Ice Machine

For sale, 10-ton York compressor, 6 x 6 with receiver and condenser. A-1 condition. Cheap. FS-674, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Casing Cleaning Machine

For sale, 18-in. drum Oppenheimer hog casing cleaning machine. Good condition with 2-H.P. single-phase motor. FS-669, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Beef Hoist

For sale, double friction beef hoist, for cattle dressing bed. First-class condition. Reasonable. FS-673, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Used Packinghouse Equipment

For sale, 24-ton Frick ice machine with steam engine, Brownell boiler, Gem City boiler, Permutt water softener, cattle scale, track scales, pumps, lard cooking tank, blowers, tallow tanks, other items. For list and full particulars write to Geo. H. Alten, P. O. Box 426, Lancaster, Ohio.

Used Equipment for Sale

Two 4 ft. x 9 ft. Mechanical Mfg. Co. Lard Rolls; one Albright-Nell 2 1/2 ft. x 5 ft. Jacketed Dryer; 3 Bartlett & Snow Jacketed Digesters or Tankage Dryers; 2 No. 1 Anderson Oil Expellers; 2 Anderson RB Expellers; one 24 in. x 20 in. Type "B" Jeffrey Hammer Mill; one 24 in. x 16 in. Gruendler hammer mill; 2 Jay-Bee Hammer Mills, No. 2, No. 3, for Cracklings; Two Mechanical Mfg. Co. Double Arm Meat Mixers; 1 Hottmann Twin Screw Cutter and Mixer; 1 Buffalo No. 23 Silent Cutter; 1 No. 41 Enterprise Meat Chopper; 1 Boss No. 166 meat chopper. Miscellaneous: Cutters, Grinders, Melters, Cookers, Rendering Tanks, Hydraulic Presses; Kettles, Pumps, etc. What have you for sale? Send us a list.

CONSOLIDATED PRODUCTS COMPANY
14-19 Park Row, New York, N. Y.
Shops and Plant:
331 Doremus Ave., Newark, N. J.

Misc. Wanted & for Sale

Wanted Cattle Leg Bones

Cattle leg bones with knuckles cut off, clean, dry, not cracked. Any quantity. Hafeigh & Co., Buchanan, Va.

Traveling to Germany?

Travel Mark checks, gift and support payments, transfers of funds to Germany for ruckwanderer and for property and other investment purposes. Savings from 40% up. Write Department NP 27, Hansa Securities Corp., 34 West 12th St., Cincinnati, O.; 141 Broadway, New York City; 84 Washington St., Hoboken, N. J.

Business Opportunities

Sausage Plant

Wanted, fully equipped small sausage plant anywhere in Chicago, on rental basis with purchase option. Plant must be in good condition and ready to go. Will consider taking in partner who knows business and will put in his entire time. W-672, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Reliable Broker

desires accounts of small and large packers. Beef, veal, pork, boneless beef and by-products for Metropolitan New York district. Can furnish best references. Correspondence invited. W-676, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Trustees' Sale of Packinghouse

Kohlerman & Dumler, Solicitors, Fidelity Bldg., Balto., Md.—Trustees' Sale of Valuable Meat Packing Plant of Kaufman Packing Company, Inc., 1062-1072 S. Dukeland Street in Union Stock Yards, Balto., Md.

Consisting of Two and One Story Brick Buildings and Two One-Story Brick Additions (Partly Completed) containing Refrigerated Rooms, Slaughtering Floor, Dressing Room, Smoke Houses, Offices and Concrete Block Out-buildings used as Garage, Machine Shop and Boiler Room.

SALE ON PREMISES—MONDAY, MARCH 15, 3 O'CLOCK P. M. This property is being sold by virtue of a decree of the Circuit Court of Baltimore and will be sold at auction to the highest bidder. For further particulars and full description of property apply to the undersigned Trustees or Auctioneers.

GEORGE R. COLEBURN,
GEORGE B. P. WARD, Sub. Trustee
E. T. NEWELL & CO., INC.
Auctioneers.

706-10 N. Howard St., Balto., Md.

UNITED DRESSED BEEF COMPANY J. J. HARRINGTON & COMPANY City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils
Stearine
Tallow

Stock Foods
Calf Heads
Cracklings

Pulled Wool
Pickled Skins
Packer Hides

Calf Skins
Horns
Cattle Switches

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First Ave. and East River

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Murray Hill 4-2900

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BERTH. LEVI & Co., Inc.
ESTABLISHED 1882
NEW YORK CHICAGO LONDON
BUENOS AIRES HAMBURG WELLINGTON

John Crampton & Company, Ltd.

Established 1849

MANCHESTER, 15

ENGLAND

The Leading Butchers' Supply House
in Great Britain and Ireland

**Let Us Sell Your Products in
Great Britain and Ireland**

Offers of Hog Casings Solicited

Sole U. K. Agents for The Visking Corporation, Chicago



PATENT SEWED CASINGS

Manufactured Under Sol May Methods

by the PIONEERS

of Sewed Sausage Casings

HOG BUNGS — HOG BUNG ENDS — BEEF MIDDLES

PATENT CASING COMPANY

617-23 West 24th Place

Chicago, Illinois

THE FOWLER CASING CO., Ltd.

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London, E. C. 1

Cable address EFFSEACO, London

**Largest Buyers of Hog Casings in
Great Britain**

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**To Sell Your Hog Casings
in Great Britain**

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STOKES & DALTON, LTD.

Leeds 9

ENGLAND

Business Opportunities

Profitable Business

Will sacrifice to right party, modern curing, smoking, and pickling plant. Now operating, completely equipped. Production capacity 40,000 lbs. weekly. Low operating costs. Six routes, seven trucks. Established 25 years in Metropolitan district of New York City. Finest accounts. FS-652, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Business Opportunities

Meat Packing Plant

Royalton, Pa., ordered sold, near Harrisburg. Splendid, fully equipped plant, now profitably operated, owner retiring. Well located central Pennsylvania. Cost \$392,000.00 in 1925. American Appraisal Company report valued \$199,910.00. Modern buildings. Railroad sidings available. Floor area 38,739 square feet. Priced to sell at less than \$75,000.00. Wire for photos and other details. J. Douglas Kaufman, 632 Washington St., Reading, Penna.

Business Opportunities

Imported Hams

Mild cure, excellent quality cooked hams, packed in tins. Foreign packers' American representative offers exclusive territories to live-wire distributors of reputation. References exchanged. Correspondence invited.

W-665

THE NATIONAL PROVISIONER
300 Madison Ave., New York City

Week Ending March 6, 1937

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ADVERTISERS

in this issue of

THE NATIONAL Provisioner



The National Provisioner is a Member Audit Bureau
of Circulations and Associated Business Papers, Inc.



A carpenter couldn't build a house without tools, a mechanic couldn't repair your car without other tools; you can't operate at maximum efficiency without some of the equipment, supplies and services of the companies included in this list. For these organizations are the suppliers of your working tools; concerns which have spent years in developing the best kinds available. Study their advertisements when they appear to see if new tools wouldn't help you.

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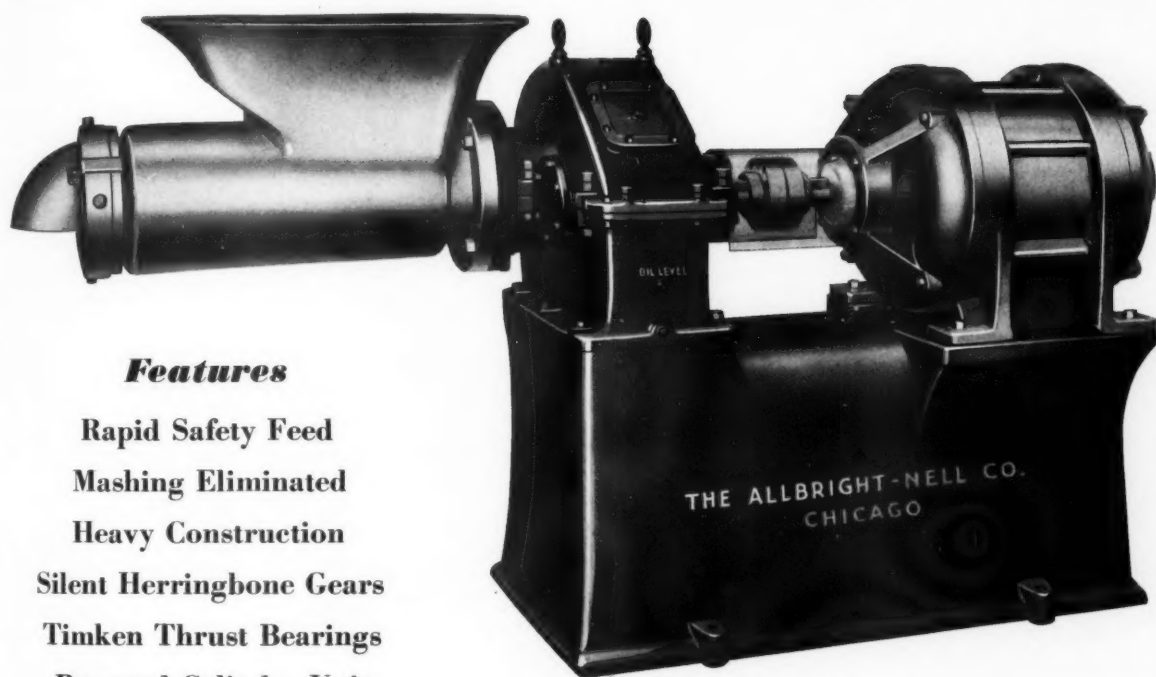


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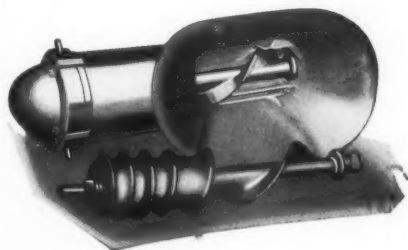
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